

**Meeting Minutes**  
**South Dakota Real Estate Commission**  
Kneip Building/Meeting Room 3  
700 Governors Dr. Pierre, SD 57501  
Call in # 1-866-410-8397/Conference Code 9490104423  
July 15, 2020 11:00 a.m. CDT

Chairman Carol Lawhun called the meeting to order at 11:01 a.m. A quorum was participating.

**Members Present:** Dave Bonde  
Ken Cotton (Telephonically, joined at 11:03 a.m.)  
Carol Lawhun  
Mark Wahlstrom (Telephonically)  
Ryan Wordeman

**Members Absent:** None

**Others Present:** Lee Burggraff (Telephonically)  
Jon Mehlhoff (Telephonically, joined at 11:02 a.m.)  
Melissa Miller, Executive Director, SDREC  
Suzanne Wetz, Licensing Administrator, SDREC (Telephonically)  
Tim Bond, Compliance Officer, SDREC  
Michelle Metzinger, Compliance Officer, SDREC (Telephonically)  
Graham Oey, Staff Attorney, South Dakota Department of Labor  
and Regulation

Bonde made a motion to approve the agenda and move item 6B to after item 6A. Wordeman seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

Public Comment – Jon Mehlhoff, responsible broker for EXP Realty, spoke on behalf of Joseph Bennington, a complainant.

Wahlstrom made motion to approve the May 14, 2020 meeting minutes. Cotton seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

Summary of the financials for May and June was presented by Director Miller. Wahlstrom commended Director Miller and staff for staying on budget with income and expenses. Wordeman made a motion to acknowledge receipt of May and June financials and to file. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea).

**Complaint 2020-086**

Staff Attorney Oey brought forward discussion concerning a hearing from Complaint # 2020-086. Staff Attorney Oey presented two options for the hearing. The hearing could be conducted within the Commission or the Office of Hearing Examiners (OE) would conduct the hearing, including a court reporter. Licensee Burggraff commented he would like to have the commission conduct the hearing.

By consensus, OE will conduct the hearing. Dates were discussed and Staff Attorney Oey will forward onto OE for September.

### **Complaint 2020-096**

Bonde made motion to table Complaint 2020-096 to the September meeting. Wordeman seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

### **Complaint 2020-092 – Notice of Hearing for Joseph Bennington**

Lawhun opened the hearing at 11:29 a.m.

Purpose of the hearing is to determine whether Joseph Bennington violated state laws or administrative rules, a violation may result in the Commission suspending or revoking Bennington's license or any other disciplinary action authorized by SDLC 36-21A.

Bennington did not appear or have an attorney present.

Staff Attorney Oey called Director Miller as a witness. Miller was sworn in and gave testimony. In Miller's testimony it was established that Bennington is currently a licensee of the commission. Miller further stated that she obtained a certified Judgment for Bennington's federal criminal case from the District Clerk of Court's Office and confirmed that both were the same Joseph Benningtons.

Exhibit 1 was a copy of the Clerk of Courts judgement against Bennington. It was accepted into evidence.

Bonde made a motion to revoke Joseph Bennington's license. Motion was amended to accept and sign the agreement, which includes revoking Joseph Bennington's license. Wordeman seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

Wordeman made a motion to enter executive session pursuant to SDCL 1-25-2(3). Wahlstrom seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea).

The commission entered executive session at 11:45 a.m.

Metzinger, Wetz, and Bond left the meeting at 11:45 a.m.

The commission came out of executive session at 11:59 a.m.

Metzinger, Wetz, and Bond rejoined meeting at 12:01 p.m.

### **Complaint 2020-012**

Wordeman made a motion to approve complaint 2020-012. Wahlstrom seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Wahlstrom – yea; Lawhun - yea).

### **Complaint 2020-089 and Complaint 2020-090**

Wordeman made a motion to dismiss complaint 2020-089 and 2020-090. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Wahlstrom – yea; Lawhun - yea).

### **Complaint 2019-093**

Wahlstrom made a motion to approve complaint 2020-093. Cotton seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Wahlstrom – yea; Lawhun - yea).

A discussion was held on rule changes. A proposed meeting for rules changes is August 19.

ARELLO Annual Conference (September 23-26) – Cancelled in-person conference. Director Miller stated it will now be offered via Zoom.

No other business.

The next meeting will be Thursday, September 8, 9, or 10, depending on the hearing.

Wordeman made a motion to adjourn the meeting at 12:10 p.m. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

Meeting Adjourned

**MINUTES OF PUBLIC HEARING**  
Real Estate Commission  
Telephonic Meeting

The Real Estate Commission opened the public administrative rules hearing at 10:03 a.m. on August 19, 2020, in the Real Estate Commission Office of 221 W Capitol Avenue, Ste. 101, Pierre, SD and telephonically. A quorum was participating.

The purpose of the meeting was to conduct a public hearing on the proposed rules of Real Estate Commission numbered adopted §§ 20:69:03:20, 20:69:03:26, 20:69:06:03, 20:69:06:09, 20:69:13:17, and 20:69:12:01 under the authority of SDCL 36-21A-60, 36-21A-89 and 43-15B-6.

**Hearing officer:** Carol Lawhun.

**Member of the Commission in attendance:** Chairman Carol Lawhun (telephonically), Mark Wahlstrom (telephonically), David Bonde (telephonically) and Ryan Wordeman (telephonically).

**Commission staff in attendance:** Melissa Miller, Michelle Metzinger and Graham Oey (telephonically).

**Others in attendance:** Gene Addink (telephonically).

Wahlstrom made a motion to approve the agenda with adding 2020-086 after the hearing on the agenda. Bonde seconded the motion. Lawhun called for a roll call vote. **MOTION PASSED.** (Bonde – yea; Wahlstrom – yea; Wordeman – yea; Lawhun – yea).

**Written testimony** – None.

**Oral testimony**

Melissa Miller, executive director of the Commission, from Pierre, briefed the commission of the LRC style and format revisions. She recommended the commission accept all changes with the exception of removing word "structure" from ARSD 20:69:12:01(4). Miller also recommend retaining the word "unit" in ARSD 20:69:12:01(15) and repealing subdivision (16) instead.

Gene Addink from Rapid City talked in support of the 20:69:12:01(14).

A motion was made by Wordeman and seconded by Wahlstrom to adopt the proposed rules as recommended by Miller. Lawhun called for a roll call vote. **MOTION PASSED.** (Bonde – yea; Wahlstrom – yea; Wordeman – yea; Lawhun – yea).

A motion was made by Wahlstrom and seconded by Bonde to approve complaint 2020-086. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun - yea).

Wordeman made to adjourn at 10:26 a.m. Wahlstrom seconded the motion. Lawhun call for a roll call vote. **MOTION PASSED.** (Bonde – yea; Wahlstrom – yea; Wordeman – yea; Lawhun – yea).

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	308,324.39	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	100,000.00	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			408,324.39	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			408,324.39	DR **	
BUDGET UNIT TOTAL 1037			408,324.39	DR ***	

BUDGET UNIT 1037

AVAILABLE FUNDS  
AS OF: 07/31/2020  
FY YEAR REMAINING: 91.8%  
PAY DAYS REMAINING: 0

DATE 08/01/2020

BUDGET UNIT 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	15,499.73	48,122.34	564,575.93	408,324.39
BUDGETED TOT	628,198.00	0.00	0.00	15,499.73	48,122.34	564,575.93	
ALL COMP TOT	628,198.00	0.00	0.00	15,499.73	48,122.34	564,575.93	

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	31,412.71	31,412.71	264,923.29	89.4
5102 EMPLOYEE BENEFITS	96,133.00	0.00	0.00	11,198.69	11,198.69	84,934.31	88.4
5203 TRAVEL	40,407.00	0.00	0.00	0.00	0.00	40,407.00	100.0
5204 CONTRACTUAL SVCS	161,707.00	0.00	15,499.73	4,767.75	4,767.75	141,439.52	87.5
5205 SUPPLIES & MATERIALS	31,300.00	0.00	0.00	743.19	743.19	30,556.81	97.6
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	0.00	2,315.00	100.0
TOTALS	628,198.00	0.00	15,499.73	48,122.34	48,122.34	564,575.93	89.9

BREAKOUT BY COMPANY:

COMPANY	PROFESSIONAL & LICENSING BOARDS	TOT
5101000 EMPLOYEE SALARIES	296,336.00	296,336.00
5102000 EMPLOYEE BENEFITS	96,133.00	96,133.00
5203000 TRAVEL	40,407.00	40,407.00
5204000 CONTRACTUAL SVCS	161,707.00	161,707.00
5205000 SUPPLIES & MATERIALS	31,300.00	31,300.00
5207000 CAPITAL OUTLAY	2,315.00	2,315.00
PS SUBTOTALS	392,469.00	392,469.00
OE SUBTOTALS	235,729.00	235,729.00
COMPANY 6503-I	628,198.00	628,198.00

STATE OF SOUTH DAKOTA  
 REVENUE SUMMARY BY BUDGET UNIT  
 FOR PERIOD ENDING: 07/31/2020

AGENCY BUDGET CENTER	UNIT	1037	NEED TO UPDATE REAL ESTATE COMMISSION - INFO	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
COMPANY NO 6503 COMPANY NAME PROFESSIONAL & LICENSING BOARDS									
103700069901	6503	4293700	RESIDENT RENTAL AGENTS				120.00	120.00	
103700069901	6503	4293702	BROKER				6,750.00	6,750.00	
103700069901	6503	4293704	PROPERTY MANAGER				450.00	450.00	
103700069901	6503	4293707	FIRMS				500.00	500.00	
103700069901	6503	4293708	CONDOMINIUMS				3,206.00	3,206.00	
103700069901	6503	4293711	EDUCATIONAL COURSES				1,775.00	1,775.00	
103700069901	6503	4293712	ADDITIONAL LICENSES				150.00	150.00	
103700069901	6503	4293713	CHANGE OF ADDRESS				480.00	480.00	
103700069901	6503	4293714	CERTIFICATES OF LICENSURE				210.00	210.00	
103700069901	6503	4293715	LATE RENEWAL FEES				980.00	980.00	
103700069901	6503	4293719	RENEWAL BROKER				250.00	250.00	
103700069901	6503	4293720	HOME INSPECTION RENEWAL				300.00	300.00	
103700069901	6503	4293722	RENEWAL SALES AGENTS				125.00	125.00	
103700069901	6503	4293724	RENEWAL FIRMS				125.00	125.00	
ACCT: 4293			BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)				15,421.00	15,421.00	*
ACCT: 42			LICENSES, PERMITS & FEES				15,421.00	15,421.00	**
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD				120.00	120.00	
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU				750.00	750.00	
ACCT: 4596							870.00	870.00	*
ACCT: 45			CHARGES FOR SALES & SERVICES				870.00	870.00	**
103700069901	6503	4910000	OPERATING TRANSFERS IN				2,104.59	2,104.59	
ACCT: 4910			OPERATING TRANSFERS IN				2,104.59	2,104.59	*
ACCT: 49			OTHER REVENUE				2,104.59	2,104.59	**
CNTR: 103700069901							18,395.59	18,395.59	***



STATE OF SOUTH DAKOTA  
REVENUE SUMMARY BY BUDGET UNIT  
FOR PERIOD ENDING: 07/31/2020

AGENCY 10 NEED TO UPDATE  
BUDGET UNIT 1037 REAL ESTATE COMMISSION - INFO

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
COMP:	6503			18,395.59	18,395.59	****
B UNIT:	1037			18,395.59	18,395.59	****

**Revenue Report Ending 7/31/20**

(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	120	2,880	120	4
Broker	54,000	6,750	47,250	6,750	12
Home Inspectors	4,000	0	4,000	0	
Property Manager	6,000	450	5,550	450	7
Sales Agents	4,000	0	4,000	0	
Timeshare Agents	1,000	0	1,000	0	
Firms	7,000	500	6,500	500	7
Condominiums	6,000	3,206	2,794	3,206	53
Timeshare Projects	4,000	0	4,000	0	
Educational Courses	14,000	1,775	12,225	1,775	12
Additional Licenses	4,000	150	3,850	150	3
Change of Address	7,000	480	6,520	480	6
Certificate of Licensure	2,500	210	2,290	210	8
Late Renewal Fees	12,000	980	11,020	980	8
Renewal Res Rental Agents	4,000	0	4,000	0	
Renewal Auctioneer	3,000	0	3,000	0	
Renewal Broker	180,000	250	179,750	250	
Home Inspection Renewal	7,000	300	6,700	300	4
Renewal Property Manager	12,000	0	12,000	0	
Renewal Sales Agents	14,000	125	13,875	125	
Renewal Timeshare Agents	1,000	0	1,000	0	
Renewal Firms	37,000	125	36,875	125	
Renewal Timeshare Project	6,500	0	6,500	0	
Renewal Additional Licenses	2,000	0	2,000	0	
Misc. Fines, Penalties and NO Rev	18,000	2,104.59	15,895.41	2,104.59	11
Interest Earned					
License Law Books Sold	900	120	780	120	13
Directories/Lists Sold	9,000	750	8,250	750	8
	422,900	18,395.59	404,504.41	18,395.59	4

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	306,320.96	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	102,444.92	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			408,765.88	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			408,765.88	DR **	
BUDGET UNIT TOTAL 1037			408,765.88	DR ***	

CENTER 103700

AS OF: 08/31/2020  
FY YEAR REMAINING: 83.3%  
PAY DAYS REMAINING: 0

DATE 08/29/2020

CENTER NAME REAL ESTATE COMMISSION

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	BUDGET AVAILABLE	CASH BALANCE	PCT AVL
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6503-I	0.00	0.00	0.00	23,002.90	69,673.14	92,676.04-	408,765.88		
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BUDGETED TOT	0.00	0.00	0.00	23,002.90	69,673.14	92,676.04-			
ALL COMP TOT	0.00	0.00	0.00	23,002.90	69,673.14	92,676.04-			

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE AVAILABLE	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	0.00	0.00	0.00	10,674.17	42,086.88	42,086.88-	0.0
5102 EMPLOYEE BENEFITS	0.00	0.00	0.00	3,758.26	14,956.95	14,956.95-	0.0
5203 TRAVEL	0.00	0.00	0.00	604.51	604.51	604.51-	0.0
5204 CONTRACTUAL SVCS	0.00	0.00	23,002.90	4,894.38	9,662.13	32,665.03-	0.0
5205 SUPPLIES & MATRLS	0.00	0.00	0.00	1,155.48	1,898.67	1,898.67-	0.0
5207 CAPITAL OUTLAY	0.00	0.00	0.00	464.00	464.00	464.00-	0.0
TOTALS	0.00	0.00	23,002.90	21,550.80	69,673.14	92,676.04-	0.0

BREAKOUT BY COMPANY:

COMPANY 6503-I PROFESSIONAL & LICENSING BOARDS

5101000 EMPLOYEE SALARIES	0.00	0.00	0.00	10,674.17	42,086.88	42,086.88-	0.0
5102000 EMPLOYEE BENEFITS	0.00	0.00	0.00	3,758.26	14,956.95	14,956.95-	0.0
5203000 TRAVEL	0.00	0.00	0.00	604.51	604.51	604.51-	0.0
5204000 CONTRACTUAL SVCS	0.00	0.00	23,002.90	4,894.38	9,662.13	32,665.03-	0.0
5205000 SUPPLIES & MATRLS	0.00	0.00	0.00	1,155.48	1,898.67	1,898.67-	0.0
5207000 CAPITAL OUTLAY	0.00	0.00	0.00	464.00	464.00	464.00-	0.0

PS SUBTOTALS

OE SUBTOTALS

COMPANY 6503-I TOT

PS SUBTOTALS	0.00	0.00	0.00	14,432.43	57,043.83	57,043.83-	0.0
OE SUBTOTALS	0.00	0.00	0.00	7,118.37	12,629.31	35,632.21-	0.0
COMPANY 6503-I TOT	0.00	0.00	0.00	21,550.80	69,673.14	92,676.04-	0.0

STATE OF SOUTH DAKOTA  
 REVENUE SUMMARY BY BUDGET UNIT  
 FOR PERIOD ENDING: 08/31/2020

AGENCY BUDGET CENTER	UNIT	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
10	1037	6503		LABOR & REGULATION REAL ESTATE COMMISSION - INFO		
		6503		PROFESSIONAL & LICENSING BOARDS		
103700069901	6503	4293700		RESIDENT RENTAL AGENTS	75.00	195.00
103700069901	6503	4293702		BROKER	6,300.00	13,050.00
103700069901	6503	4293703		HOME INSPECTORS	400.00	400.00
103700069901	6503	4293704		PROPERTY MANAGER	.00	450.00
103700069901	6503	4293707		FIRMS	800.00	1,300.00
103700069901	6503	4293708		CONDOMINIUMS	2,469.00	5,675.00
103700069901	6503	4293711		EDUCATIONAL COURSES	945.00	2,720.00
103700069901	6503	4293712		ADDITIONAL LICENSES	120.00	270.00
103700069901	6503	4293713		CHANGE OF ADDRESS	435.00	915.00
103700069901	6503	4293714		CERTIFICATES OF LICENSURE	105.00	315.00
103700069901	6503	4293715		LATE RENEWAL FEES	.00	980.00
103700069901	6503	4293719		RENEWAL BROKER	.00	250.00
103700069901	6503	4293720		HOME INSPECTION RENEWAL	.00	300.00
103700069901	6503	4293722		RENEWAL SALES AGENTS	.00	125.00
103700069901	6503	4293724		RENEWAL FIRMS	.00	125.00
ACCT: 4293				BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)	11,649.00	27,070.00
ACCT: 42				LICENSES, PERMITS & FEES	11,649.00	27,070.00
103700069901	6503	4393003		MISC FINES & PENALTIES	550.00	550.00
ACCT: 4393				PENALTIES (NON-GOVERNMENTAL)	550.00	550.00
ACCT: 43				FINES, FORFEITS & PENALTIES	550.00	550.00
103700069901	6503	4596002		LICENSE LAW BOOKS SOLD	448.00	568.00
103700069901	6503	4596003		DIRECTORIES/HOME BUYER GU	865.00	1,615.00
ACCT: 4596					1,313.00	2,183.00
ACCT: 45				CHARGES FOR SALES & SERVICES	1,313.00	2,183.00

STATE OF SOUTH DAKOTA  
 REVENUE SUMMARY BY BUDGET UNIT  
 FOR PERIOD ENDING: 08/31/2020

AGENCY BUDGET UNIT	10 1037	LABOR & REGULATION REAL ESTATE COMMISSION - INFO	REVENUE SUMMARY BY BUDGET UNIT FOR PERIOD ENDING: 08/31/2020				
CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE		
103700069901	6503	4910000	OPERATING TRANSFERS IN	.00	2,104.59	*	
ACCT: 4910			OPERATING TRANSFERS IN	.00	2,104.59	*	
103700069901	6503	4920045	NONOPERATING REVENUES	8,187.25	8,187.25	*	
ACCT: 4920			NONOPERATING REVENUE	8,187.25	8,187.25	*	
ACCT: 49			OTHER REVENUE	8,187.25	10,291.84	**	
CNTR: 103700069901				21,699.25	40,094.84	***	
103700069902	6503	4920045	NONOPERATING REVENUES	2,444.92	2,444.92	*	
ACCT: 4920			NONOPERATING REVENUE	2,444.92	2,444.92	*	
ACCT: 49			OTHER REVENUE	2,444.92	2,444.92	**	
CNTR: 103700069902				2,444.92	2,444.92	***	
COMP: 6503				24,144.17	42,539.76	****	
B UNIT: 1037				24,144.17	42,539.76	*****	

**Revenue Report Ending 8/31/20**

(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	75	2,805	195	6
Broker	54,000	6,300	40,950	13,050	24
Home Inspectors	4,000	400	3,600	400	1
Property Manager	6,000	0	5,550	450	7
Sales Agents	4,000	0	4,000	0	
Timeshare Agents	1,000	0	1,000	0	
Firms	7,000	800	5,700	1,300	18
Condominiums	6,000	2,469	325	5,675	94
Timeshare Projects	4,000	0	4,000	0	
Educational Courses	14,000	945	11,280	2,720	19
Additional Licenses	4,000	120	3,730	270	6
Change of Address	7,000	435	6,085	915	13
Certificate of Licensure	2,500	105	2,185	315	12
Late Renewal Fees	12,000	0	11,020	980	8
Renewal Res Rental Agents	4,000	0	4,000	0	
Renewal Auctioneer	3,000	0	3,000	0	
Renewal Broker	180,000	0	179,750	250	
Home Inspection Renewal	7,000	0	6,700	300	4
Renewal Property Manager	12,000	0	12,000	0	
Renewal Sales Agents	14,000	0	13,875	125	
Renewal Timeshare Agents	1,000	0	1,000	0	
Renewal Firms	37,000	0	36,875	125	
Renewal Timeshare Project	6,500	0	6,500	0	
Renewal Additional Licenses	2,000	0	2,000	0	
Misc. Fines, Penalties and NO Rev	18,000	11,182.17	4,713.24	13,286.76	73
Interest Earned					
License Law Books Sold	900	448	332	568	63
Directories/Lists Sold	9,000	865	7,385	1,615	17
	422,900	24,144.17	380,360.24	42,539.76	10