

FY2023 ANALYSIS OF THE LICENSE BASE
(as of the beginning of the indicated month)

| | BROKER LICENSE | | | | | | | SALES LICENSE | | | TOTAL | TOTAL | TOTAL | COMPANIES | | | NEW LICENSEES | | TERM LIC |
|---------------|----------------|----------|-----------|-------------|-------------|------------|-------------|---------------|-------------|--------------|--------------|-------------|--------------|-------------|------------|-------------|---------------|------------|-----------|
| | ACTIVE | | | | | INACT | TOTAL | ACT | INACT | TOTAL | ACT | INACT | ACT/INA | ACTIVE | | | BR | SP | BR/SP |
| | DB | LB | MA | AB | TOTAL | BR | | SP | SP | | B & S | B & S | B & S | CO | PR | TOTAL | | | |
| Jul-21 | 1183 | 2 | 19 | 1239 | 2443 | 326 | 2769 | 10630 | 2531 | 13161 | 13073 | 2857 | 15930 | 989 | 299 | 1288 | 16 | 143 | 63 |
| Aug-21 | 1184 | 2 | 19 | 1252 | 2457 | 328 | 2785 | 10702 | 2568 | 13270 | 13159 | 2896 | 16055 | 991 | 298 | 1289 | 24 | 180 | 63 |
| Sep-21 | 1194 | 2 | 19 | 1256 | 2471 | 328 | 2799 | 10778 | 2617 | 13395 | 13249 | 2945 | 16194 | 1002 | 302 | 1304 | 16 | 177 | 59 |
| Oct-21 | 1193 | 2 | 19 | 1257 | 2471 | 341 | 2812 | 10760 | 2704 | 13464 | 13231 | 3045 | 16276 | 1002 | 301 | 1303 | 16 | 128 | 59 |
| Nov-21 | 1204 | 2 | 20 | 1261 | 2487 | 333 | 2820 | 10772 | 2724 | 13496 | 13259 | 3057 | 16316 | 1008 | 305 | 1313 | 21 | 110 | 63 |
| Dec-21 | 1207 | 2 | 21 | 1261 | 2491 | 345 | 2836 | 10729 | 2809 | 13538 | 13220 | 3154 | 16374 | 1011 | 306 | 1317 | 17 | 130 | 79 |
| Jan-22 | 1212 | 2 | 20 | 1262 | 2496 | 346 | 2842 | 10710 | 2857 | 13567 | 13206 | 3203 | 16409 | 1021 | 303 | 1324 | 14 | 163 | 68 |
| Feb-22 | 1220 | 2 | 20 | 1268 | 2510 | 345 | 2855 | 10761 | 2875 | 13636 | 13271 | 3220 | 16491 | 1031 | 301 | 1332 | 21 | 202 | 85 |
| Mar-22 | 1228 | 2 | 19 | 1280 | 2529 | 343 | 2872 | 10864 | 2923 | 13787 | 13393 | 3266 | 16659 | 1036 | 301 | 1337 | 20 | 249 | 77 |
| Apr-22 | 1237 | 2 | 17 | 1290 | 2546 | 338 | 2884 | 11071 | 2874 | 13945 | 13617 | 3212 | 16829 | 1042 | 304 | 1346 | 14 | 200 | 81 |
| May-22 | 1244 | 2 | 19 | 1289 | 2554 | 341 | 2895 | 11188 | 2883 | 14071 | 13742 | 3224 | 16966 | 1046 | 307 | 1353 | 21 | 195 | 84 |
| Jun-22 | 1243 | 2 | 19 | 1298 | 2562 | 339 | 2901 | 11276 | 2875 | 14151 | 13838 | 3214 | 17052 | 1055 | 304 | 1359 | 19 | 71 | 74 |
| Jul-22 | 1248 | 2 | 19 | 1308 | 2577 | 338 | 2915 | 11288 | 2848 | 14136 | 13865 | 3186 | 17051 | 1056 | 308 | 1364 | 20 | 174 | 86 |
| Aug-22 | 1255 | 2 | 19 | 1321 | 2597 | 332 | 2929 | 11270 | 2889 | 14159 | 13867 | 3221 | 17088 | 1064 | 308 | 1372 | 20 | 140 | 66 |
| Sep-22 | 1257 | 2 | 20 | 1322 | 2601 | 326 | 2927 | 11254 | 2862 | 14116 | 13855 | 3188 | 17043 | 1076 | 306 | 1382 | 6 | 90 | 86 |
| Oct-22 | 1247 | 2 | 19 | 1306 | 2574 | 340 | 2914 | 11143 | 2903 | 14046 | 13717 | 3243 | 16960 | 1074 | 303 | 1377 | 11 | 80 | 90 |
| Nov-22 | 1264 | 2 | 19 | 1314 | 2599 | 333 | 2932 | 11077 | 2964 | 14041 | 13676 | 3297 | 16973 | 1084 | 306 | 1390 | 13 | 67 | 76 |
| Dec-22 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | 19 | 80 | 99 |
| Jan-23 | 1252 | 2 | 18 | 1284 | 2556 | 358 | 2914 | 10694 | 3085 | 13779 | 13250 | 3443 | 16693 | 1079 | 301 | 1380 | 12 | 97 | 93 |
| Feb-23 | 1244 | 2 | 19 | 1295 | 2560 | 355 | 2915 | 10701 | 3070 | 13771 | 13261 | 3425 | 16686 | 1083 | 297 | 1380 | 18 | 112 | 61 |
| Mar-23 | 1252 | 2 | 19 | 1302 | 2575 | 344 | 2919 | 10670 | 3090 | 13760 | 13245 | 3434 | 16679 | 1083 | 296 | 1379 | | | |
| Apr-23 | | | | | | | | | | | | | | | | | | | |
| May-23 | | | | | | | | | | | | | | | | | | | |
| Jun-23 | | | | | | | | | | | | | | | | | | | |

Total Expired Licenses: 1,777

DB = Designated Broker
 AB = Associate Broker
 BR = Inactive Broker
 B&S = Brokers & Salespersons

LB = Limited Broker (no agents)
 MA = Managing Associate Broker (Branch Office Manager)
 SP = Salesperson

CO = Corporations, LLC, LLP, Partnerships
 PR = Sole Proprietorships