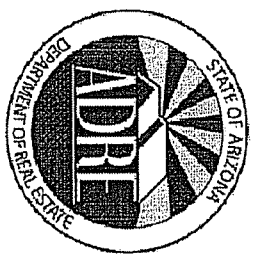
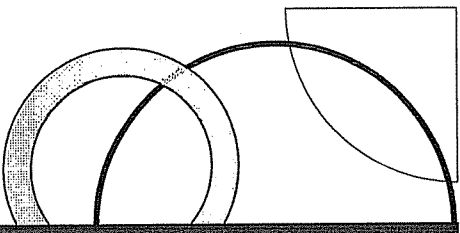


# ARIZONA DEPARTMENT OF REAL ESTATE

AS OF 6-30-2012

Judy Lowe

Commissioner



# PURPOSE

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“The purpose of the department in administering [Title 32, Chapter 20] is to protect the public interest through licensure and regulation of the real estate profession in this state.”



# **REAL ESTATE MARKET RECOVERING**

(Single Family Residential-Phoenix)

- **Active Inventory – Shrinking**
- **Prices – Rising in most area (30%+ since 1-12)**
- **Average Days on Market – Falling rapidly**
- **Pending Sales – YTD rising, may flatten 3<sup>rd</sup> Q**
- **Distressed Properties –**

**Foreclosure notices declining dramatically**

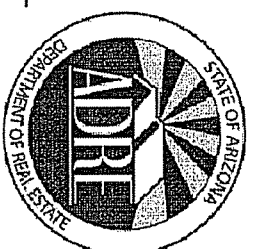
**....Fewer foreclosures**

**Short Sale closings increasing**

**.... Faster processing**

**“Phoenix real estate market turning the corner?”**

# AGENCY SCOPE



	FY06	FY07	FY08	FY09	FY10	FY11	FY 12 YTD (6-30- 12)
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## LICENSING STATS

Total Licenses + Entities	81,043	94,796	96,356	95,508	93,029	89,443	91,200
Total Active Status Licenses + Entities	65,156	74,518	73,758	69,354	63,993	62,128	56,795
Public Reports Issued	1,166	1,812	1,202	665	372	398	408

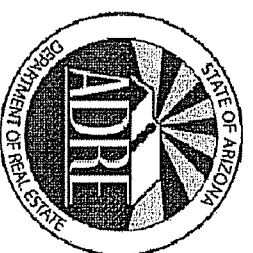
## EDUCATION STATS

Approved Courses	2,468	2,601	2,747	2,907	3,333	3,610	3,577
Approved Instructors	1,281	1,305	1,333	1,375	1,462	1,264	1,170
Approved Schools	168	193	256	254	253	241	221

### Exams Administered

Brokers	2,073	2,276	1,927	2,020	1,778	675	725
Salespersons	35,183	23,943	11,161	10,733	10,951	3,845	5,565

# AGENCY SCOPE



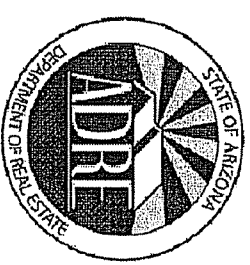
	FY06	FY07	FY08	FY09	FY10	FY11	FY 12 YTD (6/30/12)
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## INVESTIGATIONS STATS (real estate & subdivisions)

Complaints Received	1,821	1,665	1,576	1,119	860	796	837
Cases forwarded for further action	294	314	229	200	205	106	146
Pending Investigations	571	782	976	587	411	195	95

## ENFORCEMENT & COMPLIANCE (real estate & subdivisions)

New Cases Received	465	729	447	446	1,313	630	442
Cases Closed	658	769	634	547	1,217	688	506
Total Cases Pending	495	372	288	170	291	265	205

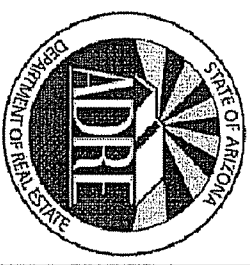


## **ADRE 2012 – 2015 STRATEGIC PLAN PRIMARY OBJECTIVES**

- ✓ **Increase protection to the public**
- ✓ **Enhance quality of licensee real estate education**
- ✓ **Streamline delivery of service**
- ✓ **Maximize technology platform**
- ✓ **Promote committed, skilled and accountable ADRE TEAM**
- ✓ **Adhere to fiscal guidelines**



**ARIZONA DEPT. OF REAL ESTATE  
CRUCIAL TO THE STATE OF ARIZONA**



- ✓ Protection of the public
- ✓ Assures general knowledge of the real estate professionals representing Arizona's real estate buyers and sellers
- ✓ Ensures that land divisions are done lawfully
- ✓ Facilitates a level of professionalism for real estate licensees