



California DRE Licensee Profile

for calendar year 2022

Guidance on licensee trends in
educational needs, by **RPI**



Dear California Real Estate Schools,

To assist in your analyses of the ongoing educational needs of California's population of real estate licensees, **Realty Publications, Inc. (RPI)** publishes the **California DRE Licensee Profile**, a quarterly report.

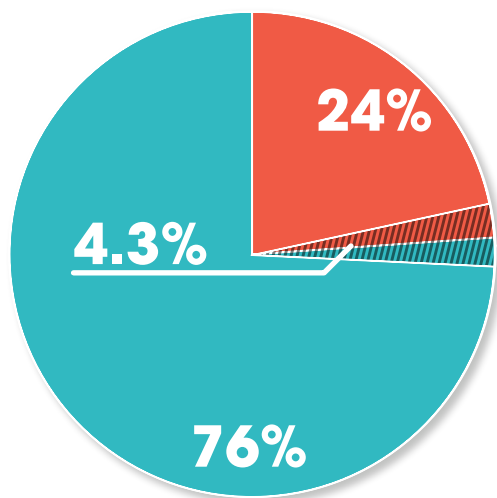
This report points out trends in the number of licenses issued and renewed annually based on our analysis of data available from the **Department of Real Estate (DRE)**. Our data analyses include:

- the current populations of active and inactive salespersons, sole-operator brokers, broker-associates, and MLO-endorsed licensees;
- the licensee population profile in California's eight largest counties; and
- educational profiles from the 2021-2022 calendar year, with forward application in 2023.

*To shape your school operations and marketing strategy for offering California DRE licensing and renewal courses you need licensee information. Our report is intended to help you anticipate the evolving real estate licensing patterns, all courtesy of **RPI**.*



The status of California's DRE licensee population on December 31, 2022



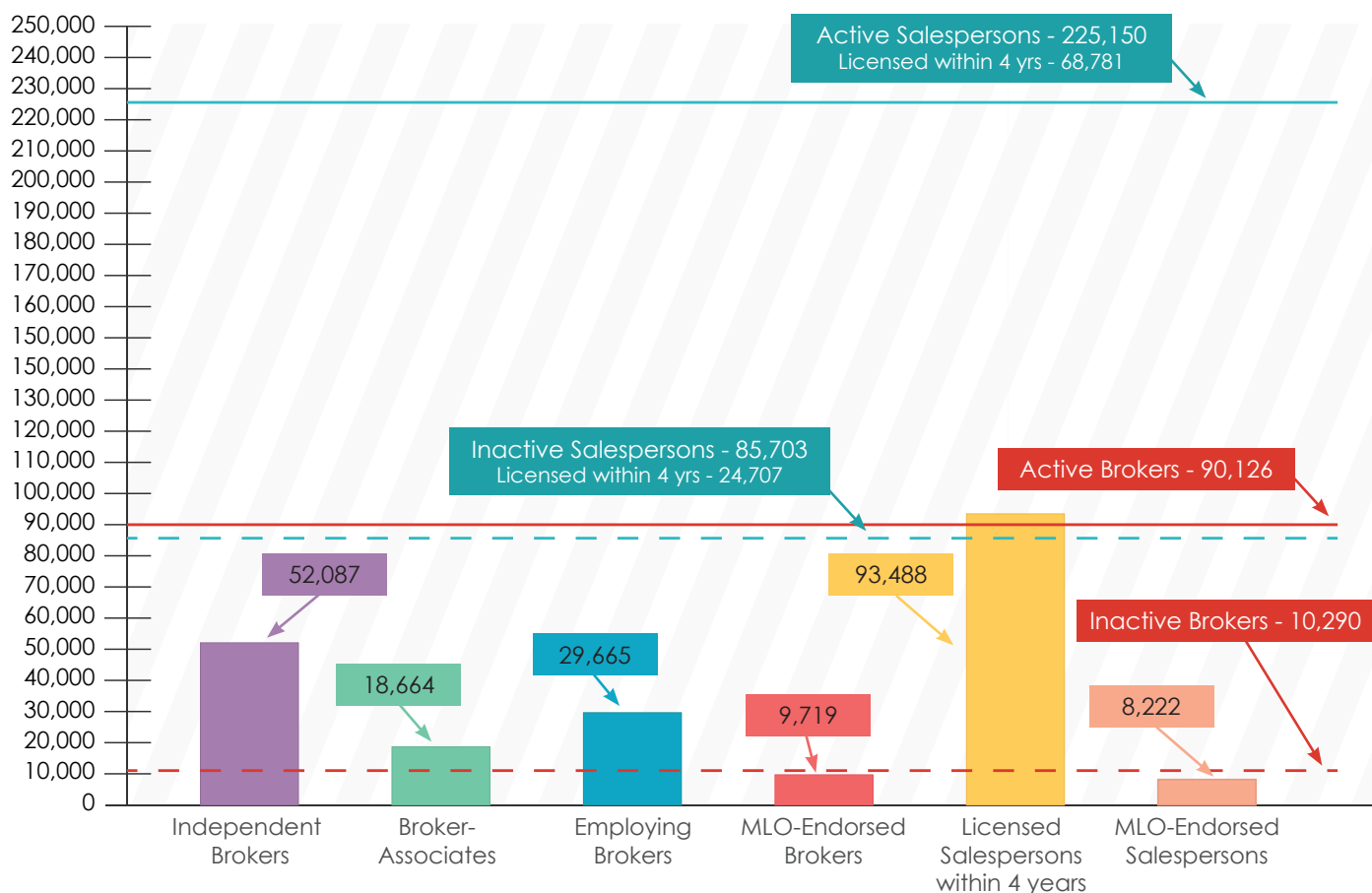
411,269 Total Individual Licensees

100,416 Individual Brokers
24% of individual licensees
Trend: Up

310,853 Salespersons
76% of individual licensees
Trend: Down

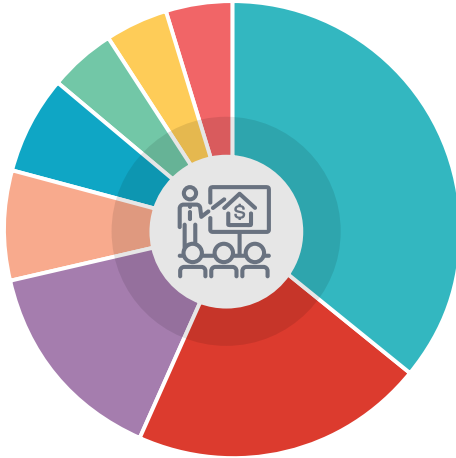
17,941 MLO endorsed licensees
4.3% of individual licensees
Trend: Down

Broker and Salesperson Licensee Population





Licensee Population in our 8 largest counties

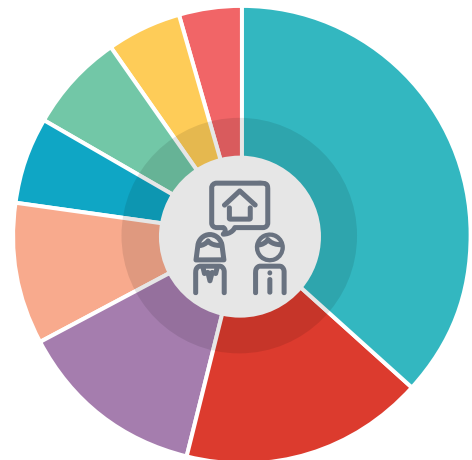


Individual Brokers

Los Angeles 22,479	Santa Clara 4,238
Orange 12,959	San Bernardino 3,022
San Diego 9,292	Alameda 2,924
Riverside 4,855	Sacramento 2,714

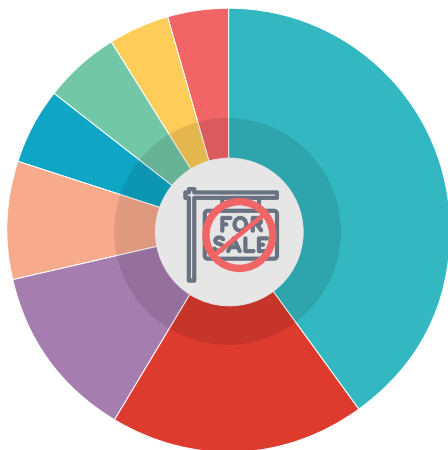
Active Salespersons

Los Angeles 58,615	San Bernardino 10,926
Orange 27,084	Santa Clara 9,955
San Diego 21,257	Sacramento 8,244
Riverside 15,814	Alameda 6,968



Inactive Salespersons

Los Angeles 24,715	Santa Clara 3,444
Orange 11,421	San Bernardino 3,366
San Diego 7,824	Alameda 2,716
Riverside 5,283	Sacramento 2,638





12-Month Profiles for Education

Licenses issued for 12-month period ending December 31, 2022

Salesperson



22,680

Newly issued
Salesperson licenses



Trend over prior
12-month period
Down



50%

Pass rate on state exam
Trend is flat

Enter your guesstimate for the number of new Salespersons in 2023 _____

Broker



902

Broker licenses issued
to Salespersons



Trend over prior
12-month period
Down



52%

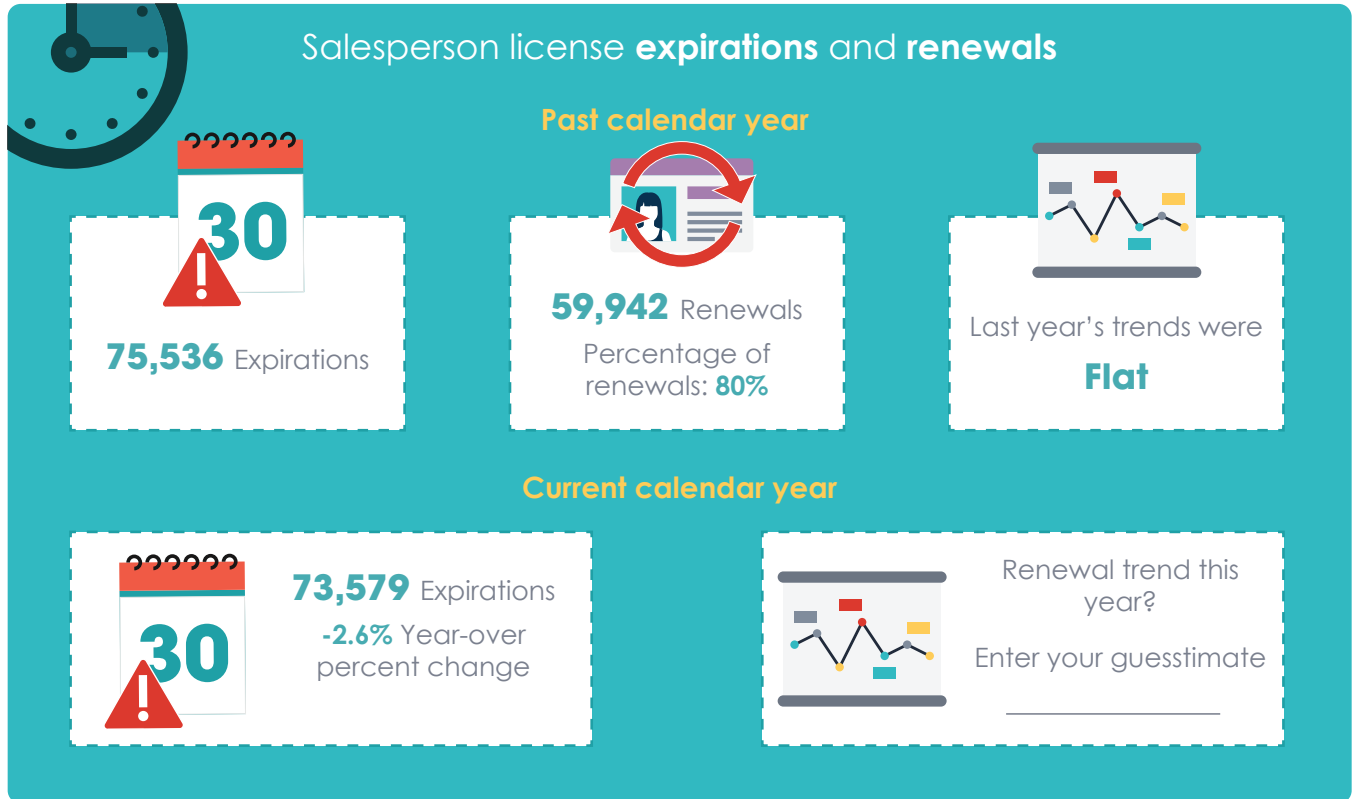
Pass rate on state exam
Trend is up

Enter your guesstimate for salespersons upgrading to Brokers in 2023 _____



12-Month Profiles for Education, cont'd

The Renewal and Expiration of Licenses



Ratio of home sales volume to active salespersons - competition

The ratio of annual home sales volume to active salespersons is:

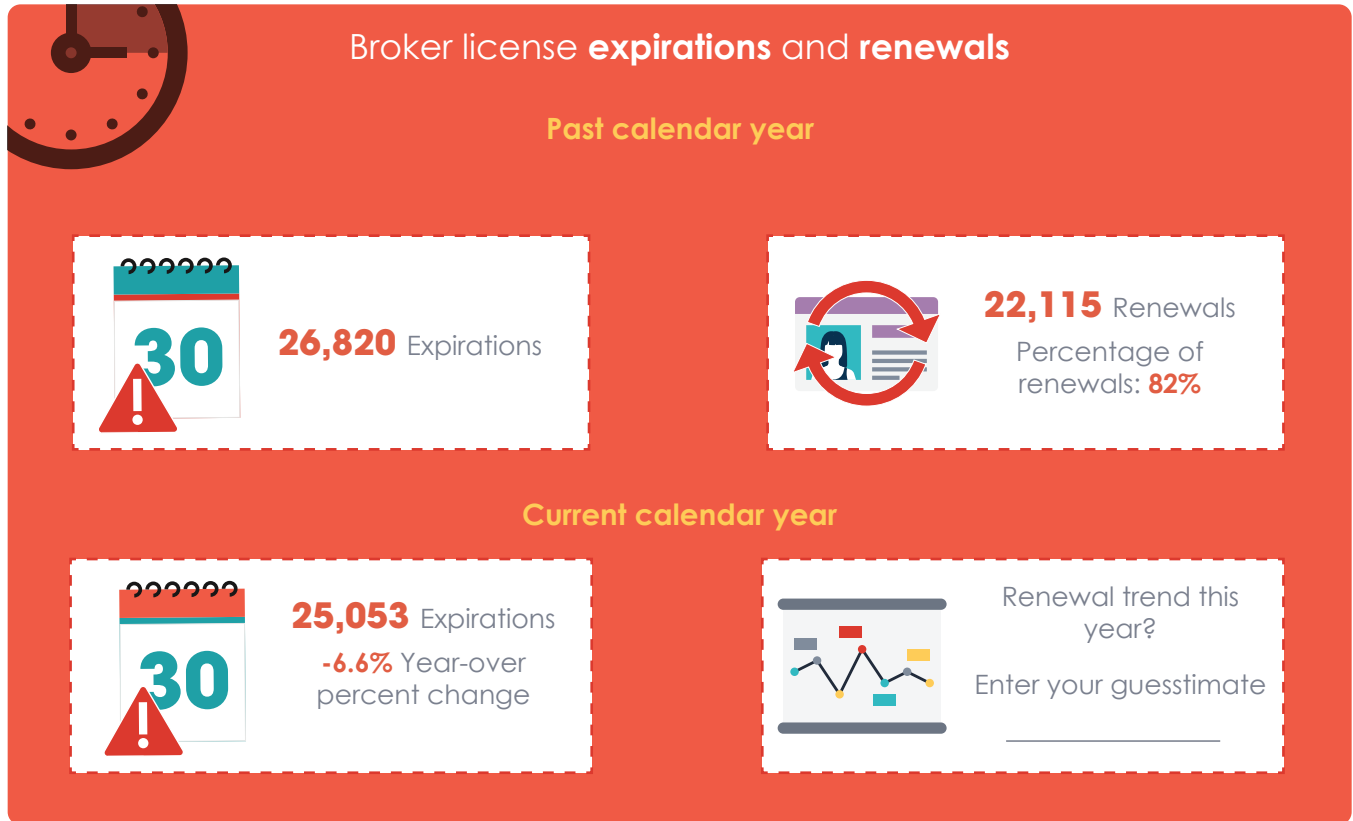
- 1.9 in Sacramento
- 1.9 in Riverside
- 1.3 in San Diego
- 1.3 in Santa Clara
- 1.0 in Los Angeles
- 0.9 in Orange County

Trend overall is **Down**



12-Month Profiles for Education, cont'd

The Renewal and Expiration of Licenses



Quick Facts

- 3.1% of Brokers are attorneys
- The gender ratio for DRE licensees is 50:50
- 28% of salespersons are inactive compared to 10% brokers
- The largest population of brokers and agents is located in Los Angeles County, followed by Orange County and San Diego
- Six times as many new salespersons entered the workforce in 2022 than brokers
- There are 99 real estate schools approved to provide continuing education in California
- There are 139 real estate schools approved to provide statutory licensing courses in California



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