



# California DRE Licensee Profile

for third quarter 2024

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 the real estate licensee population in California, **RPI** publishes the quarterly California DRE Licensee Profile.

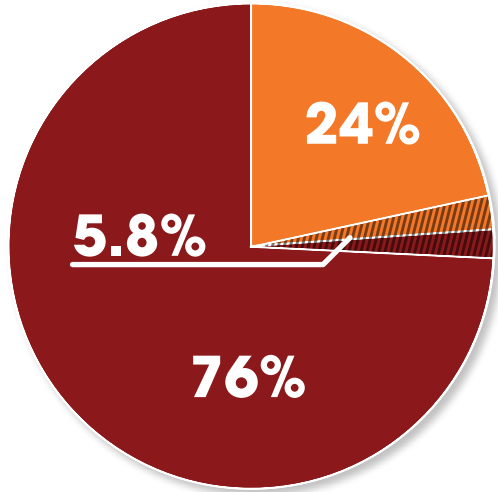
Trends in the number of licenses issued and renewed over the past 12 months are pointed out based on analysis of data available from the **Department of Real Estate (DRE)**. Our data analyses include:

- the current populations of active and inactive salespersons, independent brokers, broker-associates, and MLO-endorsed licensees;
- the licensee population profile in California's eight largest counties; and
- educational profiles from 12 calendar months prior to end of the quarter we report with forward application for 12 months.

This report is designed to help you anticipate the evolving real estate licensing patterns, *all courtesy of **RPI***.



# The status of California's DRE licensee population on September 30, 2024



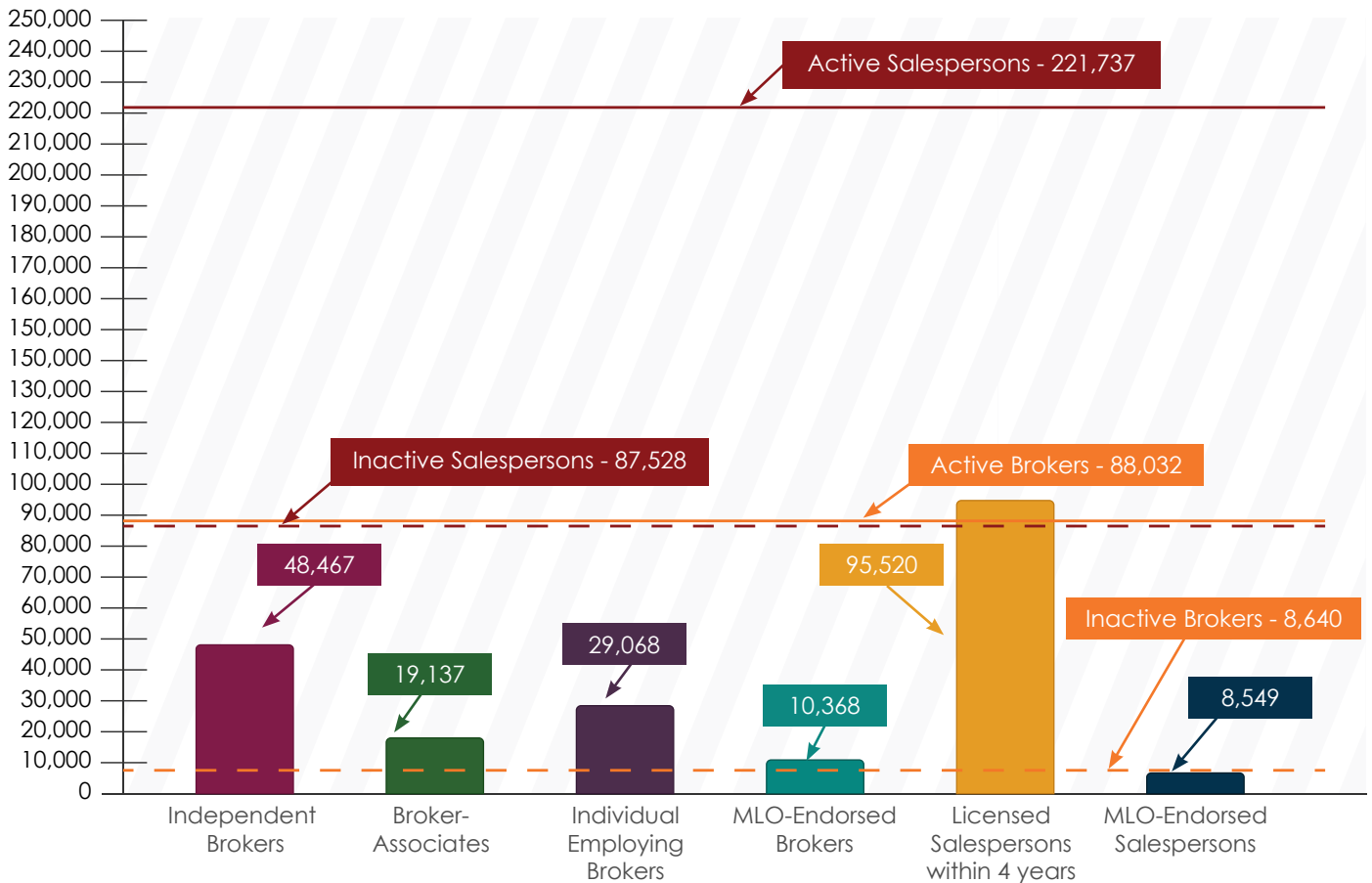
## 405,937 Total Individual Licensees

**96,672** Individual Brokers  
**24%** of individual licenses  
 Trend: Slipping

**309,265** Salespersons  
**76%** of individual licenses  
 Trend: Slipping – 2.5% annual rate

**23,641** MLO endorsed licenses  
**5.8%** of individual licenses  
 Trend: Rising slowly

## Broker and Salesperson Licensee Population





# Licensee Population in our 8 largest counties

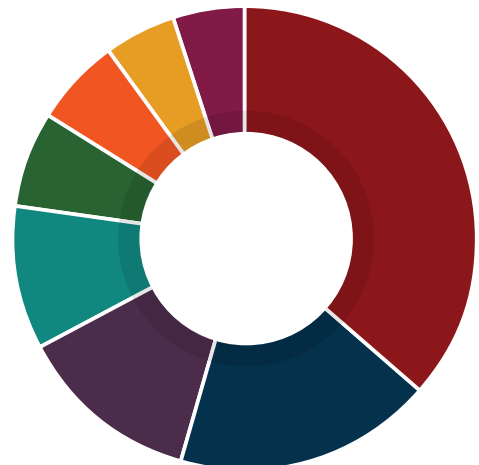


## Individual Brokers

Los Angeles 21,985	Santa Clara 4,097
Orange 12,720	San Bernardino 2,986
San Diego 9,137	Alameda 2,830
Riverside 4,726	Sacramento 2,612

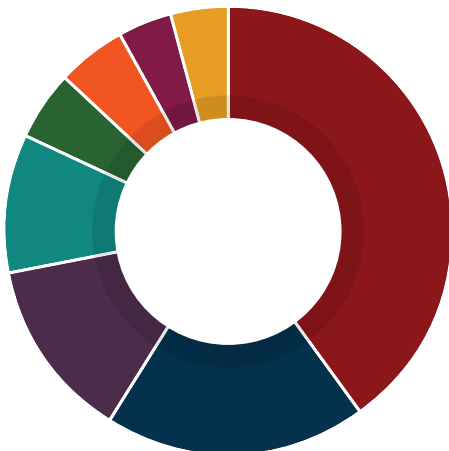
## Active Salespersons

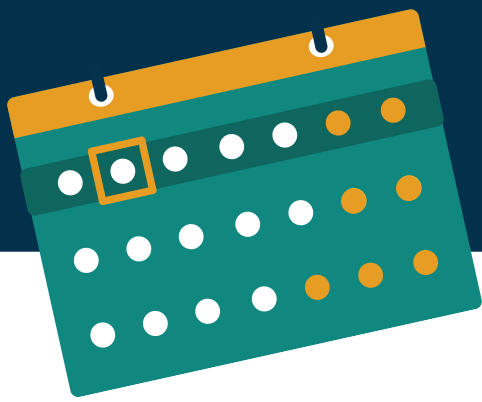
Los Angeles 57,281	San Bernardino 11,042
Orange 26,410	Santa Clara 10,152
San Diego 20,729	Sacramento 8,018
Riverside 15,664	Alameda 7,030



## Inactive Salespersons

Los Angeles 25,318	San Bernardino 3,521
Orange 11,679	Santa Clara 3,411
San Diego 8,199	Alameda 2,811
Riverside 5,380	Sacramento 2,758

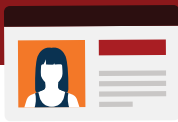




# 12-Month Profiles for Education

## Licenses newly issued – for 12-months to September 30, 2024

### Salesperson



**20,256**

Newly issued  
Salesperson licenses



Trend over prior  
12-month period

**Down**

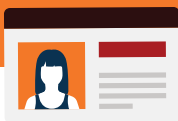


**48%**

Pass rate on  
state exam

Enter your guesstimate for the number of new Salespersons in next 12 months \_\_\_\_\_

### Broker



**3,390**

Broker licenses issued  
to Salespersons



Trend over prior  
12-month period

**Down**



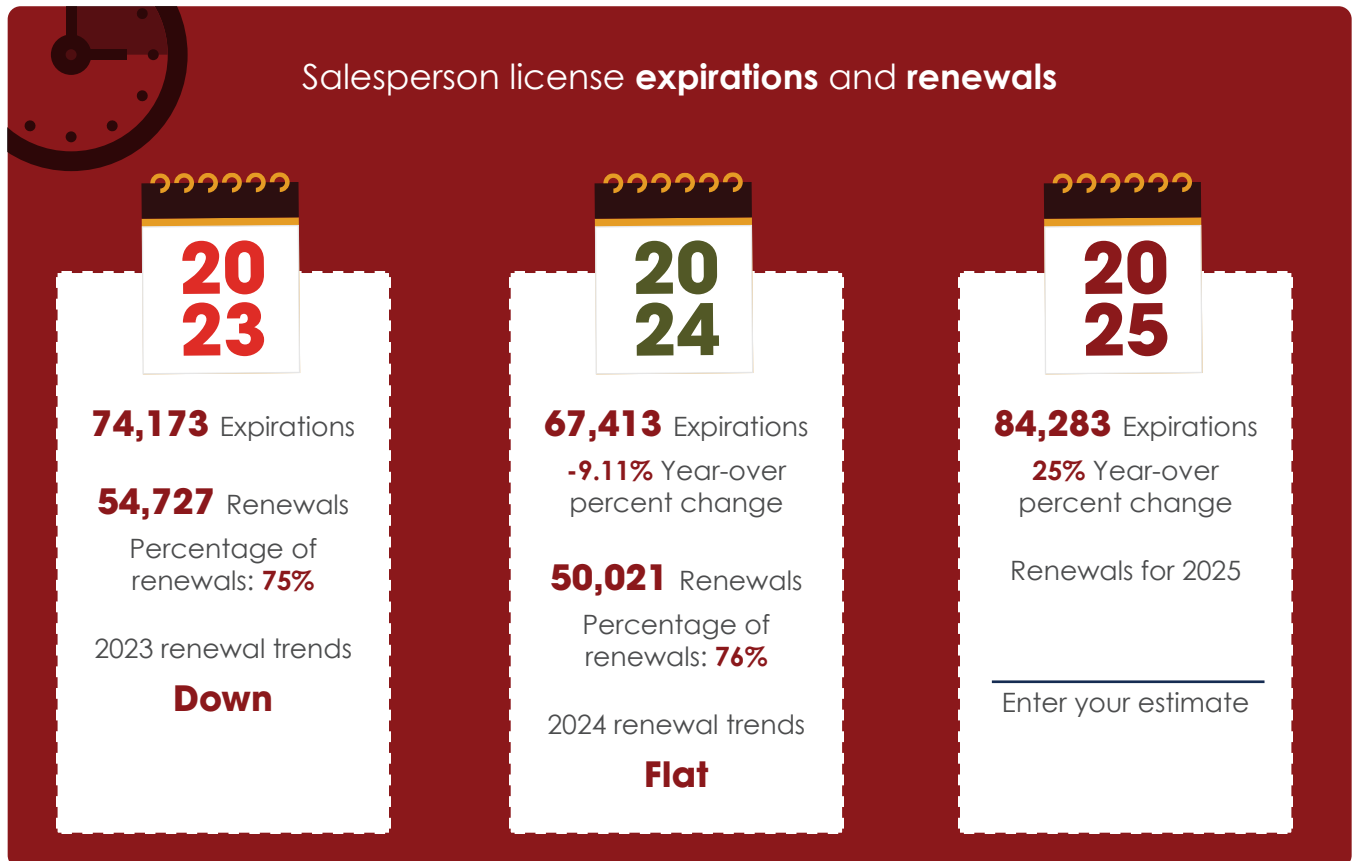
**49%**

Pass rate on  
state exam

Enter your guesstimate for salespersons upgrading to Brokers in next 12 months \_\_\_\_\_

# Calendar Year Profiles for Renewal Education

## The Renewal and Expiration of Licenses



## Ratio of home sales volume to active salespersons - competition

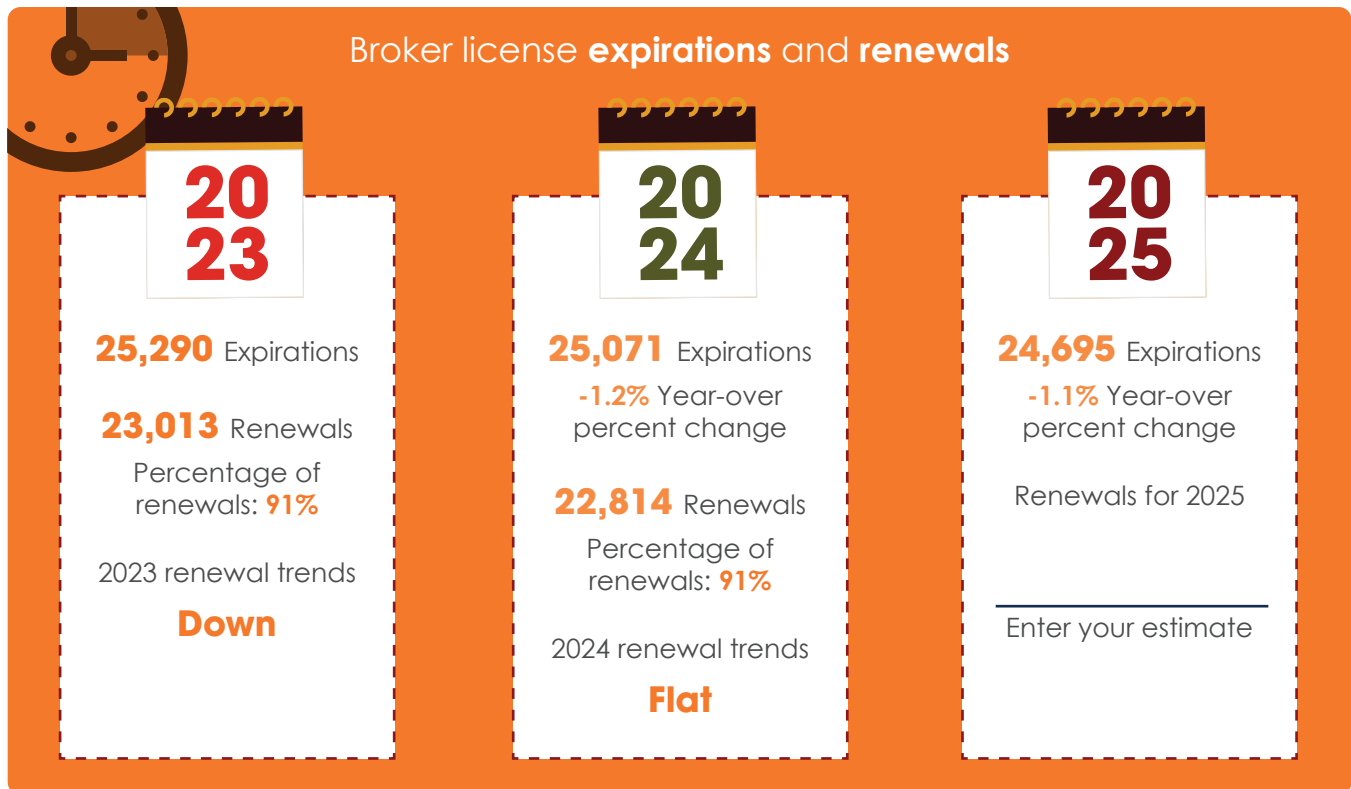
The ratio of annual home sales volume to active salespersons is:

- 1.68 in Riverside
- 1.53 in Sacramento
- 1.24 in Santa Clara
- 1.19 in San Diego
- 0.91 in Los Angeles
- 0.83 in Orange County

Trend overall is **Down**

# Calendar Year Profiles for Renewal 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 9.8% 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 2024 than brokers
- 39 real estate schools are approved to provide continuing education for licensees in California
  - » Only 26 real estate schools are approved to provide Fair Housing and Implicit training in their continuing education for licensees
- 86 real estate schools are approved to provide the two mandatory statutory licensing courses plus at least one elective in California



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