

## FY 2027 Budget Performance Review

### 588 Real Estate Commission

Version Original  
Lead Administrator: Bailey Crotty

Date submitted  
Lead Financial Officer: Bailey Crotty

10/1/2025

#### Agency Mission

The mission of the Oklahoma Real Estate Commission is to protect the public interest in real estate transactions and provide quality services and resources to real estate professionals and consumers by establishing and maintaining minimum standards of knowledge and ethical practices; investigating and prosecuting consumer and licensee complaints, and licensed and unlicensed real estate activity that violates the Oklahoma Real Estate License Code and Administrative Rules.

#### Division and Program Descriptions

*Note: Please define any acronyms used in program descriptions.*

##### 0100001 - Administration

**Admin** - The administration department provides general support for the agency's education, investigation, and recovery programs. Processes consist of answering phone calls, maintaining file systems, processing licensee requests, maintaining documents, advising the agency on policies and procedures, and processing internal financial services.

**Licensing** - Our licensing department issues licenses to individuals, business entities, educators, and sole proprietors. Our agency currently maintains over 24,000 licenses. Our licensing staff assists applicants and licensees with the following requests: monthly renewals, registering trust accounts, releases from different companies, transfers to different companies.

##### 0200001 - Education Program

Our education department reviews, approves, and maintains school information including course outlines and materials taught in real estate schools throughout Oklahoma. The education department also holds instructor seminars to help instructors maintain a high standard of education and informs instructors of updates to various topics. The education department works hand in hand with different schools and instructors to affirm that compliance and consistency is achieved throughout the state. The department additionally answers questions of licensees or prospective licensees on course requirements and continuing education requirements.

##### 0300001 - Recovery Program

The recovery program is funded through license issuance and renewals. The recovery program is also funded through fines collected from licensees who have violated the Real Estate License Code and Rules. If a member of the public has been financially harmed due to a defendant's actions, that person may make a claim to the recovery fund for retribution. The claim is then reviewed and judgement is provided by the appointed commissioners to decide if the claimant is due any funds, and if so how much funds need to be distributed by the recovery fund.

##### 8800001 - Administration Info Tech

The Administration Info Tech program provides IT support, maintenance and advisement on any and all technology concerns, projects, and software that the real estate commission operates.

#### FY'26 Budgeted Department Funding By Source

Dept. #	Department Name	Appropriations	Federal	Revolving	Local <sup>1</sup>	Other <sup>2</sup>	Total
0100001	Administration			2,044,650.00			\$2,044,650
0200001	Education Program			87,100.00			\$87,100
0300001	Recovery Program			10,000.00			\$10,000
8800001	Administration Info Tech			329,171.00			\$329,171
<b>Total</b>		<b>\$0</b>	<b>\$0</b>	<b>\$2,470,921</b>	<b>\$0</b>	<b>\$0</b>	<b>\$2,470,921</b>

1. Please describe source of Local funding not included in other categories:

2. Please describe source(s) and % of total of "Other" funding if applicable for each department:

#### What changes did the agency make between FY'25 and FY'26?

1.) Are there any services no longer provided because of budget cuts?

No

2.) What services are provided at a higher cost to the user?

N/A

3.) What services are still provided but with a slower response rate?

N/A

4.) Did the agency provide any pay raises that were not legislatively/statutorily required?

Agency provided performance based pay raises for multiple staff members

#### FY'27 Requested Funding By Department and Source

Dept. #	Department Name	Appropriations	Federal	Revolving	Other <sup>1</sup>	Total	% Change
0100001	Administration	\$0	\$0	\$2,044,650	\$0	\$2,044,650	0.00%
0200001	Education Program	\$0	\$0	\$87,100	\$0	\$87,100	0.00%
0300001	Recovery Program	\$0	\$0	\$10,000	\$0	\$10,000	0.00%
8800001	Administration Info Tech	\$0	\$0	\$329,171	\$0	\$329,171	0.00%
<b>Total</b>		<b>\$0</b>	<b>\$0</b>	<b>\$2,470,921</b>	<b>\$0</b>	<b>\$2,470,921</b>	<b>0.00%</b>

1. Please describe source(s) and % of total of "Other" funding for each department:

#### What are the agency's top 2-3 capital or technology (one-time) requests, if applicable?

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Description of requested increase in order of priority		Total Project Cost (\$)	Needed State Funding for Project (\$)	Submitted to LRCPC? (Yes/No)
Priority 1	N/A			
Priority 2				
Priority 3				

**Does the agency has any costs associated with the Pathfinder retirement system and federal employees? If so, please describe the impact.**

N/A

\* Include the total number of federally funded FTE in the Pathfinder system.

**How would the agency be affected by receiving the same appropriation for FY '27 as was received in FY '26? (Flat / 0% change)**

N/A

**How would the agency handle a 2% appropriation reduction in FY '27?**

N/A

**Is the agency seeking any fee increases for FY '27?**

Description of requested increase in order of priority		Fee Increase Request (\$)	Statutory change required? (Yes/No)
Increase 1	N/A		
Increase 2			
Increase 3			

#### Federal Government Impact

**1.) How much federal money received by the agency is tied to a mandate by the Federal Government?**

N/A

**2.) Are any of those funds inadequate to pay for the federal mandate?**

N/A

**3.) What would the consequences be of ending all of the federal funded programs for your agency?**

N/A

**4.) How will your agency be affected by federal budget cuts in the coming fiscal year?**

N/A

**5.) Has the agency requested any additional federal earmarks or increases?**

N/A

#### FY 2026 Budgeted FTE

Division #	Division Name	Supervisors	Non-Supervisors	\$0 - \$35 K	\$35 K - \$70 K	\$70 K - \$100K	\$100K+
0100001	Administration	3	11	0	5	5	4
<b>Total</b>		<b>3</b>	<b>11</b>	<b>0</b>	<b>5</b>	<b>5</b>	<b>4</b>

#### FTE History by Fiscal Year

Division #	Division Name	FY 2026 Budgeted	FY 2026 YTD	FY 2025	FY 2024	FY 2023	FY 2017
0100001	Administration	14.0	14.0	14.0	14.0	12.0	13.0
<b>Total</b>		<b>14.0</b>	<b>14.0</b>	<b>14.0</b>	<b>14.0</b>	<b>12.0</b>	<b>13.0</b>

#### Performance Measure Review

Performance Measure	FY 2025	FY 2024	FY 2023	FY 2022	FY 2021
<b>Administration</b>					
Licensee Count - total number of licensed individuals and entities in the state	26,676	26,574	25,725	24,601	23,429
Lapse rate - Average percentage of licensees that allow their license to lapse in a	19.02%	18.00%	14.84%	15.83%	17.40%
Number of complaints reviewed	467	479	421	255	236
Average time to process application - time for licensing staff to review an	One Business Day	One Business Day	One Business Day	One Business Day	Five business days
Fine collections* - The Commission collected a substantial increase in fines during	69,975	101,968	112,815	82,499	128,809
Exam pass rate - first attempt salesperson exam pass rate for a given year	66%	64%	42%	44%	52%

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Revolving Funds (200 Series Funds)				
Fund:	FY'23-25 Avg. Revenues	FY'23-25 Avg. Expenditures	June 2025 Balance	
20000 The fund shall consist of all monies received by the Oklahoma Real Estate Commission other than the Oklahoma Real Estate Education and Recovery Fund fees.	\$2,453,405	\$1,813,374	\$4,129,734	
21000 The fund shall consist of monies received by the Oklahoma Real Estate Commission as fees assessed for the Oklahoma Real Estate Education and Recovery Fund. Monies in the fund shall be used to reimburse any claimant who has been awarded a judgment by a court of competent jurisdiction to have suffered monetary damages by an Oklahoma real estate licensee in any transaction for which a license is required under The Oklahoma Real Estate License Code because of an act constituting a violation of The Oklahoma Real Estate License Code.	\$249,378	\$10,008	\$639,232	

### FY 2026 Current Employee Telework Summary

List each agency physical location (not division), then report the number of employees associated with that location			Full-time and Part-time Employees (#)			
Agency Location / Address	City	County	Onsite (5 days onsite, rarely remote)	Hybrid (2-4 days onsite weekly)	Remote (1 day or less weekly onsite)	Total Employees
1915 N Stiles Ave Suite 200 OKC OK 73105	Oklahoma City	Oklahoma	11	3		14
Total Agency Employees						14