

REAL ESTATE COMMISSION

FY 2024 – FY 2027 BUDGET SUMMARY

FIG. 1 **BUDGET SUMMARY, FY 2024 – FY 2026**

	Actual FY 2024	Agency FY 2025	Legislative Budget Committee FY 2025	Agency FY 2026	Legislative Budget Committee FY 2026
EXPENDITURES:					
State Operations*	\$ 1,396,127	\$ 1,464,218	\$ 1,464,218	\$ 1,507,028	\$ 1,507,028
Salaries and Wages	945,769	1,009,555	1,009,555	1,025,872	1,025,872
Contractual Services	440,759	448,278	448,278	474,711	474,711
Commodities	3,100	4,135	4,135	4,195	4,195
Capital Outlay	6,499	2,250	2,250	2,250	2,250
State Aid and Assistance	\$ -	\$ -	\$ -	\$ -	\$ -
Aid to Local Units	-	-	-	-	-
Other Assistance	-	-	-	-	-
Capital Budget and Debt	\$ -	\$ -	\$ -	\$ -	\$ -
Capital Improvements	-	-	-	-	-
Debt Service Principal	-	-	-	-	-
Debt Service Interest	-	-	-	-	-
TOTAL	\$ 1,396,127	\$ 1,464,218	\$ 1,464,218	\$ 1,507,028	\$ 1,507,028
FINANCING:					
State General Fund	\$ -	\$ -	\$ -	\$ -	\$ -
All Other Funds	1,396,127	1,464,218	1,464,218	1,507,028	1,507,028
TOTAL	\$ 1,396,127	\$ 1,464,218	\$ 1,464,218	\$ 1,507,028	\$ 1,507,028
PERCENTAGE CHANGE:					
State General Fund	-- %	-- %	-- %	-- %	-- %
All Funds	(2.0) %	4.9 %	-- %	2.9 %	-- %
FTE Positions	12.0	12.0	-	12.0	-

* Note: Expenditures for debt service interest are reflected under "Capital Budget and Debt."

AGENCY OVERVIEW

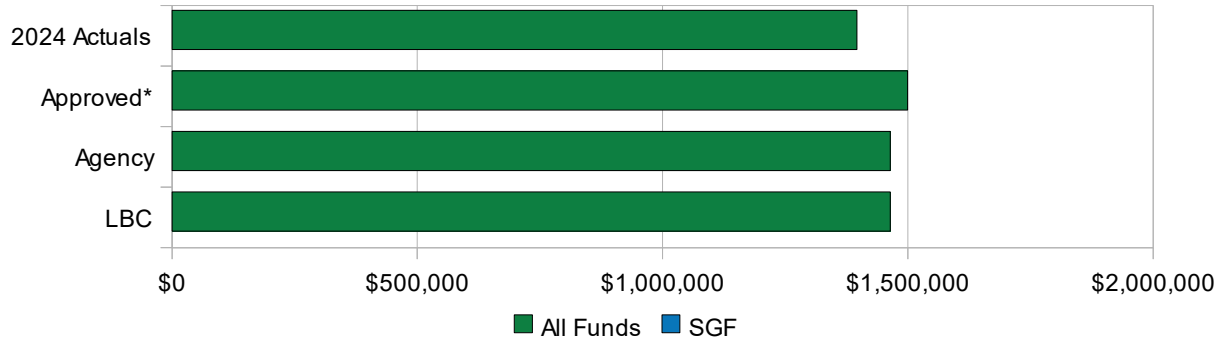
The Real Estate Commission protects the public interest in the selling, purchasing, and leasing of real estate, and it develops responsive policies and procedures that are focused on customer service.

The agency administers a program of licensure, education, and compliance relating to the transacting of real estate by salespersons and brokers in Kansas. The Commission is composed of five members appointed by the Governor for staggered four-year terms. One member is appointed from each congressional district, and one member is appointed from the state at-large. At least three members shall have been real estate brokers for at least five years, and at least one member shall have never been a real estate broker.

The agency operates under the authority granted by KSA 74-4201 *et seq.*; KSA 58-3034 *et seq.* prescribes licensing standards for real estate brokers and salespersons; and KSA 58-30,101 *et seq.* governs brokerage relationships between real estate salespersons, brokers, and their clients and customers.

FY 2025 ANALYSIS

FIG. 2 BUDGET HIGHLIGHTS, FY 2025



* Note: Includes SGF reappropriations.

FIG. 3 BUDGET COMPARISON, FY 2025

Fund	2024 Actuals	2025 Approved*	2025 Agency	Agency Change from Previous-Year Actuals		Agency Change from Approved*	
SGF	\$ -	\$ -	\$ -	\$ -	-- %	\$ -	-- %
All Other Funds	1,396,127	1,499,237	1,464,218	68,091	4.9	(35,019)	(2.3)
TOTAL	\$ 1,396,127	\$ 1,499,237	\$ 1,464,218	\$ 68,091	4.9 %	\$ (35,019)	(2.3)%

* Note: Includes SGF reappropriations.

BUDGET ANALYSIS

FIG. 4 SUMMARY OF BUDGET REQUEST, FY 2025

	Agency			Legislative Budget Committee		
	SGF	All Funds	FTE	SGF	All Funds	FTE
Approved, FY 2025	\$ -	\$ 1,499,237	12.0	\$ -	\$ 1,499,237	12.0
2024 SB 28 & HB 2551	-	1,499,237	12.0	-	1,499,237	12.0
1. SGF Reappropriation	-	-	-	-	-	-
Supplemental Requests	\$ -	\$ -	-	\$ -	\$ -	-
2. No Supplemental Requests	-	-	-	-	-	-
Other Changes	\$ -	\$ (35,019)	-	\$ -	\$ (35,019)	-
3. Other Fees	-	(19,670)	-	-	(19,670)	-
4. Attorneys and Lawyers	-	(6,103)	-	-	(6,103)	-
5. Credit Card Fees and Charges	-	(2,887)	-	-	(2,887)	-
6. Salaries and Wages	-	1,366	-	-	1,366	-
7. All Other Adjustments	-	(7,725)	-	-	(7,725)	-
TOTAL	\$ -	\$ 1,464,218	12.0	\$ -	\$ 1,464,218	12.0

1. SGF REAPPROPRIATION

The agency did not have any SGF funds reappropriated from FY 2024 into FY 2025.

2. NO SUPPLEMENTAL REQUESTS

The agency's revised request did not include any supplemental requests.

3. OTHER FEES

The agency's FY 2025 revised estimate includes a decrease of \$19,670, all special revenue funds, for other fees. Other fees consist of all fees related to applying for a real estate license, including costs for completion of background checks that are remitted to the Kansas Bureau of Investigation (KBI), which appear as an expense to the agency. The decrease is due to fewer applicants for real estate licensure.

- **Agency:** Delete \$19,670, all from special revenue funds, for spending on other fees for FY 2025.
- **LBC:** No change.

4. ATTORNEYS AND LAWYERS

The agency's FY 2025 revised estimate includes a decrease of \$6,103, all special revenue funds, in attorney and lawyers fees. The agency holds a contract with the Attorney General for legal services. The original budget explanation was made with the assumption that the legal fees would increase, but no such change occurred.

- **Agency:** Delete \$6,103, all from special revenue funds, for attorney and lawyer fees in FY 2025.
- **LBC:** No change.

5. CREDIT CARD FEES AND CHARGES

The agency's FY 2025 revised estimate includes a decrease of \$2,887, all special revenue funds, in credit card fees and charges. There has been an overall decrease in revenue for the agency. When applying for a real estate license, the applicant is required to use a credit card, but the agency absorbs the surcharge. With a reduced number of applicants, there is a respective reduction in credit card fees.

- **Agency:** Delete \$2,887, all from special revenue funds, for credit card fees and charges in FY 2025.
- **LBC:** No change.

6. SALARIES AND WAGES

The agency's FY 2025 revised estimate includes an increase of \$1,366, all special revenue funds, for salaries and wages. This is mainly due to a decrease in spending on group health insurance (\$9,004) and leave pay assessments (\$1,073), offset by increased spending on unclassified regular salaries (\$10,370) and employer contributions for the Kansas Public Employees Retirement System (\$2,146).

- **Agency:** Add \$1,366, all from special revenue funds, for salaries and wages in FY 2025.
- **LBC:** No change.

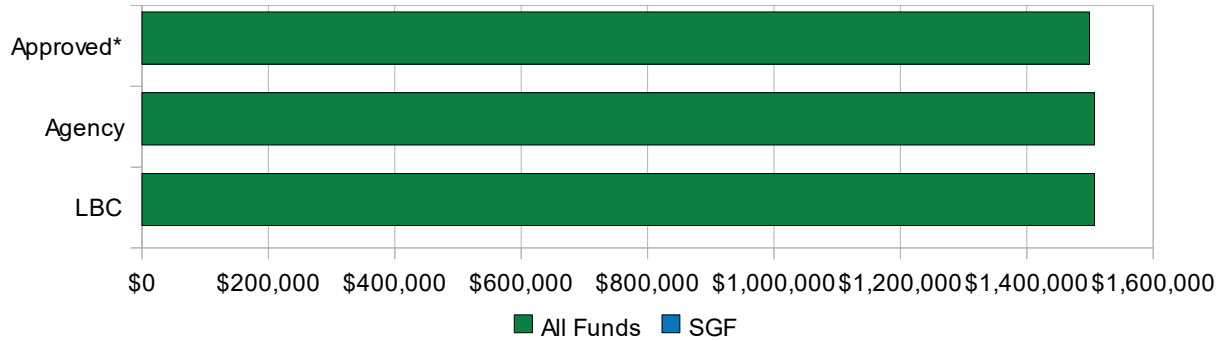
7. ALL OTHER ADJUSTMENTS

The agency's FY 2025 revised estimate includes a decrease of \$7,725 for all other adjustments. This decrease overall includes computer programming (\$5,543), commercial communication services (\$2,250), and info processing equipment (\$1,500), offset by an increase in computer software rental (\$3,219).

- **Agency:** Delete \$7,725, all from special revenue funds, for all other adjustments in FY 2025.
- **LBC:** No change.

FY 2026 ANALYSIS

FIG. 5 BUDGET HIGHLIGHTS, FY 2026



* Note: Reflects legislative-approved expenditures for FY 2025, excluding reappropriations.

FIG. 6 BUDGET HIGHLIGHT CHANGES, FY 2026

Fund	2025 Agency	2025 Approved*	2026 Agency	Agency Change from Previous-Year Agency		Agency Change from Approved*	
SGF	\$ -	\$ -	\$ -	\$ -	-- %	\$ -	-- %
All Other Funds	1,464,218	1,499,237	1,507,028	42,810	2.9	7,791	0.5
TOTAL	\$ 1,464,218	\$ 1,499,237	\$ 1,507,028	\$ 42,810	2.9 %	\$ 7,791	0.5 %

* Note: Reflects legislative-approved expenditures for FY 2025, excluding reappropriations.

BUDGET ANALYSIS

FIG. 7 SUMMARY OF BUDGET REQUEST, FY 2026

	Agency			Legislative Budget Committee		
	SGF	All Funds	FTE	SGF	All Funds	FTE
Approved, FY 2025	\$ -	\$ 1,499,237	12.0	\$ -	\$ 1,499,237	12.0
2024 SB 28 & HB 2551	-	1,499,237	12.0	-	1,499,237	12.0
Enhancement Requests	\$ -	\$ -	-	\$ -	\$ -	-
1. No Enhancements Requested	-	-	-	-	-	-
Other Changes	\$ -	\$ 7,791	-	\$ -	\$ 7,791	-
2. Other Fees	-	(7,455)	-	-	(7,455)	-
3. Attorneys and Lawyers	-	(3,583)	-	-	(3,583)	-
4. Credit Card Fees and Charges	-	(1,714)	-	-	(1,714)	-
5. Salaries and wages	-	17,683	-	-	17,683	-
6. All Other Adjustments	-	2,860	-	-	2,860	-
TOTAL	\$ -	\$ 1,507,028	12.0	\$ -	\$ 1,507,028	12.0

1. NO ENHANCEMENTS

No enhancements requests made for FY 2026.

2. OTHER FEES

The agency's FY 2026 revised estimate includes a decrease of \$7,455, all special revenue funds, for other fees. Other fees consist of all fees related to applying for a real estate license, including cost for completion of background checks that are remitted to the KBI, which appear as an expense to the agency. The decrease is due to fewer applicants for real estate licensure.

- **Agency:** Delete \$7,455, all from special revenue funds, for spending on other fees for FY 2026.
- **LBC:** No change.

3. ATTORNEYS AND LAWYERS

The agency's FY 2026 revised estimate includes a decrease of \$3,583, all special revenue funds, in attorney and lawyers fees. The agency holds a contract with the Attorney General for legal services. The original budget explanation was made with the assumption that the legal fees would increase, but no such change occurred.

- **Agency:** Delete \$3,583, all from special revenue funds, for attorney and lawyer fees in FY 2026.
- **LBC:** No change.

4. CREDIT CARD FEES AND CHARGES

The agency's FY 2026 revised estimate includes a decrease of \$2,887, all special revenue funds, in credit card fees and charges. There has been an overall decrease in revenue for the agency. When applying for a real estate license, the applicant is required to use a credit card, but the agency absorbs the surcharge. With a reduced number of applicants, there is a respective reduction in credit card fees.

- **Agency:** Delete \$2,887, all from special revenue funds, for credit card fees and charges in FY 2026.
- **LBC:** No change.

5. SALARIES AND WAGES

The agency's FY 2026 revised estimate includes an increase of \$17,683, all special revenue funds, for salaries and wages, This is mainly due to increased spending on unclassified regular salaries (\$10,370) and group health insurance (\$5,454).

- **Agency:** Add \$17,683, all from special revenue funds, for salaries and wages in FY 2026.
- **LBC:** No change.

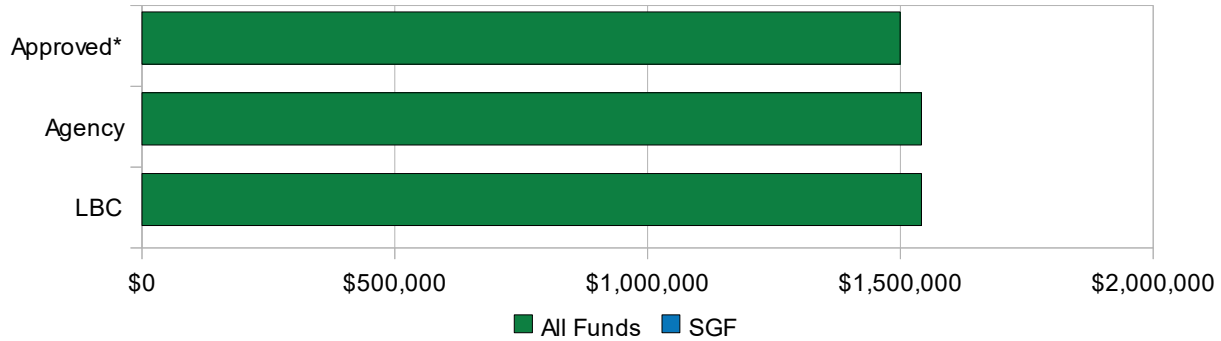
6. ALL OTHER ADJUSTMENTS

The agency's FY 2026 revised estimate includes an increase of \$2,860 for all other adjustments.

- **Agency:** Add \$2,860, all from special revenue funds, for all other adjustments in FY 2026.
- **LBC:** No change.

FY 2027 ANALYSIS

FIG. 8 BUDGET HIGHLIGHTS, FY 2027



* Note: Reflects legislative-approved expenditures for FY 2025, excluding reappropriations.

FIG. 9 BUDGET HIGHLIGHT CHANGES, FY 2027

Fund	2026 Agency	2025 Approved*	2027 Agency	Agency Change from Previous-Year Agency		Agency Change from Approved*	
SGF	\$ -	\$ -	\$ -	\$ -	-- %	\$ -	-- %
All Other Funds	1,507,028	1,499,237	1,541,670	34,642	2.3	42,433	2.8
TOTAL	\$ 1,507,028	\$ 1,499,237	\$ 1,541,670	\$ 34,642	2.3 %	\$ 42,433	2.8 %

* Note: Reflects legislative approved expenditures for FY 2025, excluding reappropriations.

BUDGET ANALYSIS

FIG. 10 SUMMARY OF BUDGET REQUEST, FY 2027

	SGF	Agency All Funds	FTE	Legislative Budget Committee SGF	Agency All Funds	FTE
Approved, FY 2025	\$ -	\$ 1,499,237	12.0	\$ -	\$ 1,499,237	12.0
2024 SB 28 & HB 2551	-	1,499,237	12.0	-	1,499,237	12.0
Enhancement Requests	\$ -	\$ -	-	\$ -	\$ -	-
1. No Enhancements Requested	-	-	-	-	-	-
Other Changes	\$ -	\$ 42,433	-	\$ -	\$ 42,433	-
2. Other Fees	-	(5,698)	-	-	(5,698)	-
3. Credit Card Fees and Charges	-	(2,270)	-	-	(2,270)	-
4. Salaries and Wages	-	32,782	-	-	32,782	-
5. All Other Adjustments	-	17,619	-	-	17,619	-
TOTAL	\$ -	\$ 1,541,670	12.0	\$ -	\$ 1,541,670	12.0

1. NO ENHANCEMENTS REQUESTED

No enhancement requests were made for FY 2027.

2. OTHER FEES

The agency's FY 2027 request includes a decrease of \$5,698, all special revenue funds, for other fees. Other fees consist of all fees related to applying for a real estate license, including cost for completion of background checks that are remitted to the KBI, which appear as an expense to the agency. The decrease is due to few applicants for real estate licensure.

- **Agency:** Delete \$5,698, all from special revenue funds, for spending on other fees for FY 2027.
- **LBC:** No change.

3. CREDIT CARD FEES AND CHARGES

The agency's FY 2027 request includes a decrease of \$2,270, all special revenue funds, in credit card fees and charges. There has been an overall decrease in revenue for the agency. When applying for a real estate license, the applicant is required to use a credit card, but the agency absorbs the surcharge. With a reduced number of applicants, there is a respective reduction in credit card fees.

- **Agency:** Delete \$2,270, all from special revenue funds, for credit card fees and charges for FY 2027.
- **LBC:** No change.

4. SALARIES AND WAGES

The agency's FY 2027 request includes an increase of \$32,782, all special revenue funds, in salaries and wages. This increase is driven by an increased amount of spending on group health insurance (\$23,202) and unclassified regular salaries (\$10,370) for FY 2027.

- **Agency:** Add \$32,782, all from special revenue funds, for spending on salaries and wages for FY 2027.
- **LBC:** No change.

5. ALL OTHER ADJUSTMENTS

The agency's FY 2027 revised estimate includes an increase of \$17,619 for all other adjustments. This includes overall increases in information systems consulting (\$6,877), computer programming (\$3,604), computer software rental (\$3,503), nonsubsistence (\$3,343), and job-related training (\$2,160).

- **Agency:** Add \$17,619, all from special revenue funds, for all other adjustments for FY 2027.
- **LBC:** No change.

REFERENCE TABLES

FIG. 11 **10-YEAR EXPENDITURE HISTORY, FY 2017 – FY 2026**

Fiscal Year	SGF	Change	All Funds	Change	FTE	CPI-U Change**
FY 2017	\$ -	-- %	\$ 1,160,591	4.6 %	11.0	0.0 %
FY 2018	-	--	1,209,396	4.2	11.8	0.2
FY 2019	-	--	1,271,352	5.1	11.8	0.0
FY 2020	-	--	1,253,005	(1.4)	11.7	0.8
FY 2021	-	--	1,333,454	6.4	12.0	2.4
FY 2022	-	--	1,274,462	(4.4)	12.0	9.2
FY 2023	-	--	1,425,156	11.8	12.0	5.8
FY 2024	-	--	1,396,127	(2.0)	12.0	3.0
FY 2025 Agency	-	--	1,464,218	4.9	12.0	2.5
FY 2026 Agency	-	--	1,507,028	2.9	12.0	2.4
10-Yr. Chg. (FY 2017– 2026)	\$ -	-- %	\$ 346,437	29.9 %	1.0	33.4 %
3-Yr. Avg. (FY 2022– 2024)*	\$ -	--	\$ 1,365,248		12.0	

* Note: Reflects three most recent years of actuals data.

** Note: Consumer Price Index – All Urban Consumers estimate for FY 2025 and FY 2026 is from the Consensus Revenue Estimating Group.

SPECIAL REVENUE FUND OVERVIEW

The Real Estate Fee Fund receives fees in the amounts noted within the following fee table that are related to the licensure, education, and compliance of the transacting of real estate by salespersons and brokers in Kansas.

FIG. 12 REAL ESTATE FEE FUND RESOURCE ESTIMATE, FY 2023 – FY 2027					
	Actual FY 2023	Actual FY 2024	Agency FY 2025	Agency FY 2026	Agency FY 2027
Beginning Balance	\$ 1,382,907	\$ 1,400,749	\$ 1,472,309	\$ 1,336,356	\$ 1,250,763
Revenue	1,309,724	1,357,627	1,234,500	1,288,420	1266200
Transfers In	-	-	-	-	-
Funds Available	\$ 2,692,631	\$ 2,758,376	\$ 2,706,809	\$ 2,624,776	\$ 2,516,963
Expenditures	\$ 1,288,670	\$ 1,266,067	\$ 1,350,453	\$ 1,354,013	\$ 1,383,770
Expenditures–Off-Budget	-	-	-	-	-
Transfers Out	20,000	20,000	20,000	20,000	20,000
Ending Balance	\$ 1,383,961	\$ 1,472,309	\$ 1,336,356	\$ 1,250,763	\$ 1,113,193

FIG. 13 REAL ESTATE COMMISSION FEES, FY 2025			
Fee	Current Fee	Statutory Limit*	Previous Fee**
Real Estate Broker Application	\$ 50	\$ 50	\$ -
Real Estate Broker License (Original and Renewal)	175	200	-
Real Estate Salesperson Application	15	25	-
Real Estate Salesperson License	125	150	-
Course Approval (Provider)	75	75	-
Course Approval (Licensee)	20	20	-
Background Investigation	60	Cost Recovery*	-
Open Company Office (Primary and Branch)	100	100	-

* Note: The authority for these fees is found in KSA 58-3063.

** Note: These fees were not changed within the last two fiscal years.