

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

EXHIBIT

8b

Central Community College # 0001

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	3	170
Total Number Passed	2 67%	76 45%
Total Number Failed	1 33%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	20.0	20.0	28
2. Real Property Ownership / Interest	10.0	8.0	13
3. Finance	8.0	8.0	14
4. Real Property	9.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	7.0	7.0	10
6. Property Management	6.0	5.0	8
7. Real Estate Calculations	12.0	9.0	13
National Total	74.0	69.1	100
State Total	39.7	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Jmsk Corp # 0002

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	6	170
Total Number Passed	2 33%	76 45%
Total Number Failed	4 67%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	18.0	20.0	28
2. Real Property Ownership / Interest	7.0	8.0	13
3. Finance	8.0	8.0	14
4. Real Property	9.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	7.0	7.0	10
6. Property Management	5.0	5.0	8
7. Real Estate Calculations	7.0	9.0	13
National Total	64.2	69.1	100
State Total	35.7	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Cooke Real Estate School # 0003

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	2	170
Total Number Passed	2 100%	76 45%
Total Number Failed	0 0%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	21.0	20.0	28
2. Real Property Ownership / Interest	9.0	8.0	13
3. Finance	9.0	8.0	14
4. Real Property	11.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	9.0	7.0	10
6. Property Management	6.0	5.0	8
7. Real Estate Calculations	11.0	9.0	13
National Total	78.0	69.1	100
State Total	41.0	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Chadron State College # 0005

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	1	170
Total Number Passed	0 0%	76 45%
Total Number Failed	1 100%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	17.0	20.0	28
2. Real Property Ownership / Interest	9.0	8.0	13
3. Finance	10.0	8.0	14
4. Real Property	10.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	7.0	7.0	10
6. Property Management	5.0	5.0	8
7. Real Estate Calculations	10.0	9.0	13
National Total	68.0	69.1	100
State Total	40.0	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Larabee School Of Real Estate & Insurance # 0007

Salesperson Examination

National and State Examination	School First Time	Nebraska First Time
Total Number Tested	22	170
Total Number Passed	12 55%	76 45%
Total Number Failed	10 45%	94 55%

First Time Examinees	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	20.0	20.0	28
2. Real Property Ownership / Interest	8.0	8.0	13
3. Finance	8.0	8.0	14
4. Real Property	9.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	8.0	7.0	10
6. Property Management	6.0	5.0	8
7. Real Estate Calculations	10.0	9.0	13
National Total	71.5	69.1	100
State Total	41.5	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Metropolitan Community College # 0009

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	7	170
Total Number Passed	1 14%	76 45%
Total Number Failed	6 86%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	19.0	20.0	28
2. Real Property Ownership / Interest	8.0	8.0	13
3. Finance	8.0	8.0	14
4. Real Property	8.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	6.0	7.0	10
6. Property Management	5.0	5.0	8
7. Real Estate Calculations	9.0	9.0	13
National Total	65.4	69.1	100
State Total	33.9	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Northeast Technical Community College # 0014

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	2	170
Total Number Passed	0 0%	76 45%
Total Number Failed	2 100%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	13.0	20.0	28
2. Real Property Ownership / Interest	5.0	8.0	13
3. Finance	6.0	8.0	14
4. Real Property	8.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	4.0	7.0	10
6. Property Management	3.0	5.0	8
7. Real Estate Calculations	5.0	9.0	13
National Total	44.5	69.1	100
State Total	28.0	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Randall School Of Real Estate # 0017

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	60	170
Total Number Passed	28 47%	76 45%
Total Number Failed	32 53%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	20.0	20.0	28
2. Real Property Ownership / Interest	8.0	8.0	13
3. Finance	9.0	8.0	14
4. Real Property	9.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	7.0	7.0	10
6. Property Management	5.0	5.0	8
7. Real Estate Calculations	9.0	9.0	13
National Total	70.4	69.1	100
State Total	40.4	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Sally McMahon School Of Real Estate # 0018

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	1	170
Total Number Passed	1 100%	76 45%
Total Number Failed	0 0%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	22.0	20.0	28
2. Real Property Ownership / Interest	7.0	8.0	13
3. Finance	14.0	8.0	14
4. Real Property	11.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	10.0	7.0	10
6. Property Management	7.0	5.0	8
7. Real Estate Calculations	9.0	9.0	13
National Total	80.0	69.1	100
State Total	41.0	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Univeristy Of Nebraska - Omaha # 0025

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	3	170
Total Number Passed	1 33%	76 45%
Total Number Failed	2 67%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	18.0	20.0	28
2. Real Property Ownership / Interest	7.0	8.0	13
3. Finance	8.0	8.0	14
4. Real Property	8.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	6.0	7.0	10
6. Property Management	6.0	5.0	8
7. Real Estate Calculations	11.0	9.0	13
National Total	65.7	69.1	100
State Total	37.7	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Great Plains School Of Real Estate # 0029

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	1	170
Total Number Passed	1 100%	76 45%
Total Number Failed	0 0%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	21.0	20.0	28
2. Real Property Ownership / Interest	11.0	8.0	13
3. Finance	10.0	8.0	14
4. Real Property	7.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	4.0	7.0	10
6. Property Management	7.0	5.0	8
7. Real Estate Calculations	10.0	9.0	13
National Total	70.0	69.1	100
State Total	43.0	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Nebraska Academy Of Real Estate # 0030

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	2	170
Total Number Passed	1 50%	76 45%
Total Number Failed	1 50%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	18.0	20.0	28
2. Real Property Ownership / Interest	9.0	8.0	13
3. Finance	7.0	8.0	14
4. Real Property	9.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	8.0	7.0	10
6. Property Management	4.0	5.0	8
7. Real Estate Calculations	8.0	9.0	13
National Total	64.5	69.1	100
State Total	41.0	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Reesults Coaching # 0031

Salesperson Examination

National and State Examination

	<u>School First Time</u>	<u>Nebraska First Time</u>
Total Number Tested	10	170
Total Number Passed	4 40%	76 45%
Total Number Failed	6 60%	94 55%

First Time Examinees

	<u>School Mean</u>	<u>Nebraska Mean</u>	<u>Number of Items</u>
1. Agency Relationships and Contracts	18.0	20.0	28
2. Real Property Ownership / Interest	6.0	8.0	13
3. Finance	8.0	8.0	14
4. Real Property	7.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	6.0	7.0	10
6. Property Management	5.0	5.0	8
7. Real Estate Calculations	8.0	9.0	13
National Total	60.7	69.1	100
State Total	36.9	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Van Education Center # 0032

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	28	170
Total Number Passed	11 39%	76 45%
Total Number Failed	17 61%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	20.0	20.0	28
2. Real Property Ownership / Interest	7.0	8.0	13
3. Finance	9.0	8.0	14
4. Real Property	9.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	7.0	7.0	10
6. Property Management	5.0	5.0	8
7. Real Estate Calculations	9.0	9.0	13
National Total	69.6	69.1	100
State Total	38.5	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Van Ed/Larabee School Of Real Estate # 0033

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	15	170
Total Number Passed	6 40%	76 45%
Total Number Failed	9 60%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	20.0	20.0	28
2. Real Property Ownership / Interest	8.0	8.0	13
3. Finance	9.0	8.0	14
4. Real Property	9.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	7.0	7.0	10
6. Property Management	5.0	5.0	8
7. Real Estate Calculations	10.0	9.0	13
National Total	71.0	69.1	100
State Total	37.8	39.2	50

Nebraska Real Estate - School Summary - Salesperson

1/1/2019 through 3/31/2019

Multiple Schools # 4444

Salesperson Examination

National and State Examination

	School First Time	Nebraska First Time
Total Number Tested	7	170
Total Number Passed	4 57%	76 45%
Total Number Failed	3 43%	94 55%

First Time Examinees

	School Mean	Nebraska Mean	Number of Items
1. Agency Relationships and Contracts	20.0	20.0	28
2. Real Property Ownership / Interest	8.0	8.0	13
3. Finance	9.0	8.0	14
4. Real Property	9.0	9.0	14
5. Marketing Regulations (Purchase and Rental)	6.0	7.0	10
6. Property Management	5.0	5.0	8
7. Real Estate Calculations	9.0	9.0	13
National Total	68.7	69.1	100
State Total	39.4	39.2	50