

District of Columbia Real Estate Commission
July 12, 2016
Minutes

The District of Columbia Real Estate Commission held its regularly scheduled meeting on Tuesday, July 12, 2016, at 1100 4th Street, S.W., Room 300B, Washington, D.C. 20024.

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The meeting was called to order by Chairperson Josephine Ricks at 9:30 am and attendance was taken. Upon motion duly made by Commissioner Pietranton and properly seconded by Commissioner Gulstone, the Commission unanimously voted to enter into closed session pursuant to the authority of D.C. Official Code Section 2-575(b)(4)(A) to seek the advice of counsel, D.C. Official Code Section 2-575(b)(9) to discuss disciplinary matters, and D.C. Official Code Section 2-775(b)(13) to deliberate upon a decision in an adjudication action or proceeding.

The public session of the meeting was resumed at 10:00 am and attendance was taken.

Attendance

Commission Members Present: Josephine Ricks, Monique Owens, Ulani Gulstone, Frank Pietranton, Christine Warnke, Darrin D. Davis, Danai Mattison

Members Absent: None

Staff: Leon W. Lewis, Executive Director, Clifford P. Cooks, Program Manager, Kevin Cyrus, Education Liaison, Stephanie Johnston, Program Support Specialist, George Batista, Investigator, Asia Dumas, Investigator, Occupational and Professional Licensing Division; Wilfred Usher, Investigator, Regulatory Investigation Section, Business and Professional Licensing Administration

Legal Counsel: Kia Winston

Public Consumers Present: Stephen Donahue

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Agenda Item: Comments from the Public

There were no comments from the public at this meeting.

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Agenda Item: Minutes

Upon motion duly made by Commissioner Pietranton and properly seconded by Commissioner Sky, the Commission voted unanimously to accept draft minutes dated June 14, 2016.

Agenda Item: Application for Licensure Recommendations

Upon motion duly made by Commissioner Pietranton and properly seconded by Commissioner Davis, the Commission unanimously voted to approve Application List #7, attached hereto and made a part of the July 12, 2016, minutes.

Agenda Item: Complaints and Legal Committee Recommendations

In the matter of Anna Reid Jhirad against John Williams, Cher L. Castillo Freeman – Rescind the issuance of an Informal Admonition and defer matter until civil litigation has been finalized.

In the matter of Louis Nero against Geraldine Carter, Exit Elite Realty – Refer to Investigation Unit (OPLA).

In the matter of Melvyn A. Williams – Request a Notice of Intent to Discipline for reciprocal revocation.

In the matter of Nichelle Smiley against Brian Stutson, Greystone Realty Services – Refer to Investigation Unit (OPLA).

Letter from Barbara Kubicz, litigation Counsel, Coldwell Banker requesting stay of the investigation in the matter of Settles against Gina Carvana – Defer pending outcome of civil litigation.

In the matter of Lymar Curry against Patsy Johnson – Close, no violation.

In the matter of Donovan Moncrieffe – Mr. Moncrieffe’s license has been expired for over five years. Mr. Moncrieffe has to apply as a salesperson by examination and meet all current eligibility requirements – Staff to send letter.

In the matter of Realty Centre, LLC – Consent Order for \$1500.00 against Realty Centre, LLC
Upon motion duly made by Commissioner Pietranton and properly seconded by Commissioner Gulstone, the Commission unanimously voted to approve the recommendations of the Legal Committee.

* * * *

Agenda Item: Education Items

Agenda Item: Education Items cont'd

Upon motion duly made by Commissioner Sky and properly seconded by Commissioner Pietranton, the Commission unanimously voted to approve the Education Committee Report, attached hereto and made a part of the July 12, 2016, minutes.

Agenda Item: Budget

A report was not presented at this meeting.

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Agenda Item: Review of Calendar

Commission meetings (2016)

January 12 2016	July 12, 2016
February 9, 2016	August - Recess
March 8, 2016	September 13, 2016
April 12, 2016	October 11, 2016
May 10, 2016	November 8, 2016
June 14, 2016	December 13, 2016

Commission-sponsored continuing education seminars are on September 16 at Gallaudet University (Kellogg Conference Center).

The ARELLO Annual Conference is in Vancouver, British Columbia, Canada, from September 21-25, 2016

The NAR Annual Convention is in Orlando, Florida from November 4-7, 2016.

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Agenda Item: Old Business

Commissioners Sky and Davis will be attending upcoming Board and Ethics Government Accountability (BEGA) training, where they will, in addition to *Ethics* training, receive instructions regarding establishing DC government e-mail accounts while Commission members.

Agenda Item: New Business

Regarding required mandated continuing education core courses for the cycles 2017-2019, the following motion was voted on:

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Agenda Item: New Business cont'd

Upon motion duly made by Commissioner Warnke and properly seconded by Commissioner Pietranton, the Commission unanimously voted to require the following mandated core continuing education courses for cycle 2017-2019:

**DC Fair Housing – 3 hours
DC Legislative Update – 3 hours
Ethics – 3 hours**

Mr. Cyrus reported that the Commission-sponsored seminars on June 17, 2016, were well-attended and the feedback from the licensees was excellent.

Agenda Item: Correspondence

None

Agenda Item: Next Meeting

Next Scheduled Regular Meeting, September 13, 2016
1100 4th Street, SW, Room 300B, Washington, DC 20024

Agenda Item: Adjournment

Upon motion duly made by Commissioner Warnke and properly seconded by Commissioner Pietranton, the Commission unanimously voted to adjourn. Meeting adjourned at 10:42 am.

Respectfully submitted,


Josephine Ricks, Chairperson


Date

Recorder: Stephanie Johnston, Program Support Specialist
Attachments
Minutes prepared by Leon W. Lewis, Executive Director

**APPLICATION LIST
LIST # 7
July 12, 2016**

Applications for the following individuals listed below have been compiled by Pearson Vue, checked by staff and are recommended for technical review by members of the Real Estate Commission.

NEW

ANDERSON, JEFFREY, Salesperson Essentials Properties Realty Brokerage Inc.	APPROVED ✓	DEFERRED	DENIED
BLANDA, ARTHUR, Salesperson Long & Foster Real Estate	APPROVED ✓	DEFERRED	DENIED
BLASSINGAME, LATORA, Salesperson SMK Holdings LLC	APPROVED ✓	DEFERRED	DENIED
BOBROW, CATHERINE, Salesperson Tutt, Taylor & Rankin Real Estate LLC	APPROVED ✓	DEFERRED	DENIED
CARTER, LISA, Associate Broker Certified Realty Group LLC	APPROVED ✓	DEFERRED	DENIED
CAVIEZEL, TIMOTHY, Salesperson Grand Vacations Realty LLC	APPROVED ✓	DEFERRED	DENIED
CUNNINGHAM, TANYA, Associate Broker New Millennium RE Inc.	APPROVED ✓	DEFERRED	DENIED
DONAHOE, STEPHEN, Salesperson Belinsky Real Estate LLC	APPROVED ✓	DEFERRED	DENIED
FEARS, ANTHONY, Salesperson Bautista Real Estate Services LLC	APPROVED ✓	DEFERRED	DENIED
GARFIN, JEFFREY, Independent Broker	APPROVED ✓	DEFERRED	DENIED
GREENE, NEAL, Salesperson Avery-Hess Realtors	APPROVED ✓	DEFERRED	DENIED
JAROSZ, JEFFREY, Salesperson Marriott Ownership Resorts Inc.	APPROVED ✓	DEFERRED	DENIED
JOHNSON, NAIMA, Salesperson City Properties LLC	APPROVED ✓	DEFERRED	DENIED
LISHIA, JEANNE, Salesperson Robb Taylor	APPROVED ✓	DEFERRED	DENIED
PALMER, DENISE, Salesperson Realinvestors of Washington DC LLC	APPROVED ✓	DEFERRED	DENIED

This list contains the names of ___ applicants for real estate licenses. A total of ___ name(s) has/have been deleted and the individual(s) will be reviewed further.

<i>Josephine H. Ricks</i>	<i>July 12, 2016</i>
CHAIRPERSON	DATE
<i>[Signature]</i>	<i>7-12-16</i>
APPLICATION EXAMINER	DATE

**APPLICATION LIST
LIST # 7
July 12, 2016**

Applications for the following individuals listed below have been compiled by Pearson Vue, checked by staff and are recommended for technical review by members of the Real Estate Commission.

NEW

PEREZ, GRACE , Salesperson Capital Metro Properties LLC	<input checked="" type="checkbox"/> APPROVED	<input type="checkbox"/> DEFERRED	<input type="checkbox"/> DENIED
PUMPHREY, WAYNE , Salesperson Chantilly Ventures LLC	<input checked="" type="checkbox"/> APPROVED	<input type="checkbox"/> DEFERRED	<input type="checkbox"/> DENIED
SEARD, JOHN , Principal Broker	<input checked="" type="checkbox"/> APPROVED	<input type="checkbox"/> DEFERRED	<input type="checkbox"/> DENIED
WOODY, CHARLES , Salesperson Weichert Company of Maryland Inc.	<input checked="" type="checkbox"/> APPROVED	<input type="checkbox"/> DEFERRED	<input type="checkbox"/> DENIED
	<input type="checkbox"/> APPROVED	<input type="checkbox"/> DEFERRED	<input type="checkbox"/> DENIED
	<input type="checkbox"/> APPROVED	<input type="checkbox"/> DEFERRED	<input type="checkbox"/> DENIED
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	<input type="checkbox"/> APPROVED	<input type="checkbox"/> DEFERRED	<input type="checkbox"/> DENIED
	<input type="checkbox"/> APPROVED	<input type="checkbox"/> DEFERRED	<input type="checkbox"/> DENIED

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<i>Josephine H Ozick</i>	<i>July 12, 2016</i>
CHAIRPERSON	DATE
<i>[Signature]</i>	<i>7-12-16</i>
APPLICATION EXAMINER	DATE

APPLICATION LIST

LIST # 7

July 12, 2016

Applications for the following individuals listed below have been compiled by Pearson Vue, checked by staff and are recommended for technical review by members of the Real Estate Commission.

REINSTATEMENT

ABRAR, ZAHRA, Salesperson Jobin Real Estate Company of Washington Inc.	APPROVED ✓	DEFERRED	DENIED
BROWN, MICHAEL, Salesperson Direct Enterprises LLC	APPROVED ✓	DEFERRED	DENIED
DORAN, SHAWN, Salesperson Alan Wolf Brylawski	APPROVED ✓	DEFERRED	DENIED
HAWLEY, TALIA, Salesperson DC Elite Realty LLC	APPROVED ✓	DEFERRED	DENIED
KIDD, VALERIE, Salesperson NRT Mid Atlantic LLCT/A Coldwell Banker	APPROVED ✓	DEFERRED	DENIED
KILCULLEN, VICTORIA, Salesperson Long & Foster Real Estate Inc.	APPROVED ✓	DEFERRED	DENIED
KOROMA, AROUNA, Associate Broker Bennett Team Investments LLC	APPROVED ✓	DEFERRED	DENIED
MORE OPTIONS REALTY LLC Company	APPROVED ✓	DEFERRED	DENIED
MORROW, JENNIFER, Salesperson Long & Foster Real Estate	APPROVED ✓	DEFERRED	DENIED
MUNIZ, RIVALDO, Associate Broker Landmark Realty Inc.	APPROVED ✓	DEFERRED	DENIED
MYERS, THOMAS, Salesperson CARR Properties Services Subsidiary Corp	APPROVED ✓	DEFERRED	DENIED
PAYTON, TEDDITASHAE, Salesperson Theodore Payton	APPROVED ✓	DEFERRED	DENIED
RICHARDSON, LUCILLE, Salesperson Upper Marlboro Preferred Properties LLC	APPROVED ✓	DEFERRED	DENIED
SMITH, RYAN, Salesperson Smith & Schnider LLC	APPROVED ✓	DEFERRED	DENIED
WALKER, DWIGHT, Independent Broker	APPROVED	DEFERRED	DENIED
	APPROVED	DEFERRED	DENIED
	APPROVED	DEFERRED	DENIED
	APPROVED	DEFERRED	DENIED

This list contains the names of ___ applicants for real estate licenses. A total of ___ name(s) has/have been deleted and the individual(s) will be reviewed further.

CHAIRPERSON <i>Josephine H. Dicks</i>	DATE <i>July 12, 2016</i>
APPLICATION EXAMINER <i>[Signature]</i>	DATE <i>7/12/16</i>



DC Real Estate Commission

MEMORANDUM

TO : Members of the DC Real Estate Commission

FROM : EDUCATION COMMITTEE
 Monique Owens, Chair
 Christine Warnke
 Danai Mattison Sky
 Kevin Cyrus, Education Coordinator
 Kathy Thomas, Education Liaison Specialist

DATE : July 12, 2016

SUBJECT : Education Committee Meeting Report before the Commission

The following Endorsement Applications were approved by the Education Committee since the June 14, 2016 meeting:

Michael	Simmons	BROKER	NEW JERSEY
Bryan	Zenchyk	BROKER	FLORIDA
Gregory	Hesson	BROKER	COLORADO
Victor	Brown	BROKER	DISTRICT OF COLUMBIA
Arthur	Williams	SALESPERSON	NEW YORK
Jill	Siegel	SALESPERSON	GEORGIA
Nicholas	Elling	SALESPERSON	NEW JERSEY
Tsz Ling Vivien	Leung-Ng	SALESPERSON	NEW YORK
Trung	Vu	SALESPERSON	FLORIDA

NO Waiver Applications were deferred by the Education Committee since the June 14, 2016 meeting:

CE/PL APPLICATIONS: The following provider course/instructor/renewal applications were approved by the Education Committee since the June 14, 2016 meeting:

<u>Course Title</u>	<u>Instructor</u>	<u>Course ID#</u>
1. @ Your Pace Learning		
DC 6 Hour Contracts and Ethics	Sheri Wytcherley	13150
2. GCAAR – Greater Capital Area Association of Realtors		
How To Do A 1031 Like-Kind Exchange	William Horan	13143
1031 Exchanges and Updates	William Horan	13142
3. McKissock, LP		
From Contract to Closing:	Robert Fleck	13144
4. RLR Workshops		
DC Fair Housing	Louis Isaacs	13146
Lead Paint, Mold		
& National Flood Insurance Program	Louis Isaacs	13149
Risk Management	Louis Isaacs	13148
DC Legislative Update	Louis Isaacs	13145
DC Financing Issues	Paula Walker	13147



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TO : Members of the DC Real Estate Commission
SUBJECT : Education Committee Meeting Report before the Commission

CE/PL APPLICATIONS: The following provider course/instructor/renewal applications were approved by the Education Committee since the June 14, 2016 meeting:

<u>Course Title</u>	<u>Instructor</u>	<u>Course ID#</u>
5. Team One Properties Principles and Practices of Real Estate for Salespersons	David Thomas	Pre-License

CE BANKING. To date, 57 schools have applied and are approved to offer 1,306 approved courses through the new PULSE CE Banking system for the 2015-2017 renewal cycle.

cc: C. Cooks, Program Manager
S. Mason, Program Officer
L. Lewis, Program Liaison



DISTRICT OF COLUMBIA

MEMORANDUM

TO : Staci Mason, Program Officer
Occupational and Professional Licensing Administration

FROM : Kevin Cyrus, Education Coordinator
Kathy Thomas, Education Liaison Specialist
Occupational and Professional Licensing Administration

SUBJECT : Report on 2016 Real Estate Educators Association (REEA) Conference
Denver, Colorado – June 10 – 12, 2016

This year's REEA Conference was very thought provoking and arguably, the best REEA conference. The course topics and presenters were all highly engaging, with many delivering at least one interesting gem or call to action to bring back to OPLA. What follows are some of the highlights:

Instructors Development Workshop

This session focused on the various ways that adult learners process information and the best ways to reach the various learning styles. The objective of this IDW was to examine mastery of the five principles of a dynamic classroom climate: 1) Self-examination of philosophy, styles and techniques causes greater awareness of instructor effectiveness. 2) Students that are engaged in the process subsequently learn more. 3) Expertise of the learning styles of today's students will raise the level of instructor effectiveness. 4) Blending assessment tools into your instruction ensures students are learning. 5) Use of new tools and techniques will create a dynamic, interesting, supportive, and fun classroom experience.

Regulators Round-Table

Similarities and differences between the jurisdictions came out during this session. The District is one of few jurisdictions that offer continuing education courses in increments of less than three hours. The bulk of that difference lies in offering on-line options like webinars, which typically are one hour long. We are different than neighboring Maryland in that they require on-line providers of pre-licensing training to first offer a bricks and mortar version. Also, Maryland gives candidates who pass the licensing exam one year within which to apply for a license, versus the six months given by the District. A lively discussion regarding assessing instructor competence revealed that Florida instructors must pass a 100 question exam before they can teach in a class. "Teams" are an issue for all jurisdictions, with the main issue being how to tie the team back to the sponsoring broker.

Craig Grant of the Real Estate Technology Institute

Craig gave a short, but powerful, presentation on need for regulatory bodies and education providers to pay stricter attention to internet based vulnerabilities. Hackers are well trained and very persistent, so we should be no less prepared than the potential threats that are out there. Technology security is a present danger for everyone. It made me want to investigate what our policy and strategy should be regarding data collection and storage.

Copyright & Intellectual Property Explained

Everything is copyrighted upon creation and nothing need be filed anywhere to validate that fact. We all likely believe certain myths about copyright and trademarks which may or may not be subject to the dictates of "fair use" and or US Code Section 107. I found this useful and pause inducing because of my efforts to find information and graphics for various OPLA presentations and publications.



DISTRICT OF COLUMBIA

FROM : Kevin Cyrus, Education Coordinator, Occupational and Professional Licensing Administration
Kathy Thomas, Education Liaison Specialist,

SUBJECT: Report on 2016 Real Estate Educators Association (REEA) Conference, June 10 – 12, 2016

Real Estate Quiz Bowl

This course was a hands-on demonstration of keypad technology (clickers) from Turning Technologies. The clickers are roughly 2 x 3 inches and feature numbered push keys that correspond to multiple choice answers displayed on a screen. Once the question is read and the answer period is open, users push the key corresponding to their selected answer. The software tabulates everyone's answers in real time to show what percentage of the class selected what answer. The utility of this software in a "normal" size class is readily apparent. One interest is in how to make the tool scalable to a room of three hundred students. In researching Turning Technologies, we found that they have a product called ResponseWare which acts a virtual keypad for any web enabled device and it can accommodate up to 5,000 participants. This is the sort of software that could potentially lessen the "problem" of licensees using their phones in class by incorporating the phone into the class experience.

Teaching 9-1-1

This course presented many tools and resources for the in classroom instructor to use. The instructor opened the session by recommending that we all read the book "Talk Like Ted" by Carmine Gallo. This book features top TED talks and interviews with the most popular TED presenters as well as the top researchers in the fields of psychology and communications to get their cutting-edge insights and to reveal the nine secrets of all successful TED presentations. His point was that instructors must continually find interesting ways to deliver instruction. He presented approaches designed for individuals, pairs, small groups and entire classrooms. Website resources were discussed, such as; Vark.com to assess one's personal learning style, GetKahoot.com to create games for students to play, PollEveryWhere.com uses text messaging from the students' mobile phone to take real time polls. These types of technology resources can move the DCREC course offerings to the forefront in terms of effectiveness.

REEA Talks: The Future of Real Estate and How it Affects Education

This session was patterned after "TED Talks" and featured a number of speakers who shared a number of websites and other resources that caught my attention. Another impressive point dealt with the skills projected to be most important in a real estate agent: business skills, lead generation ability, technological savvy and business and or team building skills.

NeighborCity.com - A residential real estate information and service company that rates real-estate agents in the United States, offering a way for buyers and sellers of homes to compare and evaluate agents. Research on this website reveals that it is having litigation issues with Realtors and has been taken down.

"Hear It Direct" Conferences - Real estate consumers air top gripes with agents, teaching agents how to provide a better customer experience and rise above 'used car salesperson' status.

RealSatisfied.com - Provides the tools needed to get the most from client feedback and testimonials.

NAR offers a variety of informational reports, such as "Profile of Home Buyers and Sellers" and "2016 Home Buyer and Seller Generational Trends"

NAR initiative "REALTORS® Commitment to Excellence" under which REALTORS® strive for excellence in a number of competencies, including the NAR Code of Ethics, the laws and regulations affecting real estate, and one's advocacy efforts on behalf of strong real estate markets and healthy communities. The Commitment also asks broker-owners and principals of real estate companies to maintain an environment that promotes excellent customer service.