

District of Columbia Real Estate Commission
January 12, 2016
Minutes

The District of Columbia Real Estate Commission held its regularly scheduled meeting on Tuesday, January 12, 2016, at 1100 4th Street, S.W., Room 300B, Washington, D.C. 20024. Upon motion duly made by Commissioner Pietranton and properly seconded by Commissioner Gulstone, the Commission voted unanimously to go into executive session at 9:32 am to discuss the Legal Committee Report, applications for licensure and report of the legal counsel.

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The public session of the meeting was called to order by Chairperson Helen Dodson at 10:00 am and attendance was taken.

Attendance

Commission Members Present: Helen Dodson, Josephine Ricks, Monique Owens, Ulani Gulstone, Christine Warnke, Frank Pietranton

Members Absent: None

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

Legal Counsel: Kia Winston

Public Consumers Present: None

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Agenda Item: Comments from the Public

There were no public comments presented at this meeting.

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Agenda Item: Minutes

Upon motion duly made by Commissioner Ricks and properly seconded by Commissioner Pietranton, the Commission voted unanimously to accept draft minutes dated December 8, 2015.

Agenda Item: Application for Licensure Recommendations

Upon motion duly made by Commissioner Ricks and properly seconded by Commissioner Gulstone, the Commission unanimously voted to approve Application List #1, attached hereto and made a part of the January 12, 2016, minutes.

Agenda Item: Complaints and Legal Committee Recommendations

In the matter of Wendy Stein and Patricia Long re: a complaint filed by Sheila Simpkin – Request of complainant to withdraw – Close.

In the matter of John Smith, Aaron Smith, Peter Grimm, Kristine Jones and Peter Davis re: failure to include main telephone number of brokerage – send to OPLA investigators.

In the matter of Jacqueline Allen-Settles vs. Gina Carvana – Send to OPLA investigators.

Marcus Lemon vs. Gigi Winston – Close.

Shafiq Hirani vs. Lisa Wise and Tyler Seeger – Await findings of the DC Office of Human Rights.

Complaint and conviction update on Mark A. Wall – Send to Office of the General Council to be included in Notice of Intent to take Disciplinary Action (NOID).

Reinstatement application of Christopher Nicholas Heller – Issue Advice of Informal Admonition to Christopher Heller and NRT Mid-Atlantic LLC t/a Coldwell Banker.

Upon motion duly made by Commissioner Ricks and properly seconded by Commissioner Owens, the Commission unanimously voted to approve the recommendations of the Legal Committee.

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Agenda Item: Education Items

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

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Agenda Item: Budget

A report was not presented at this meeting.

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Agenda Item: Legal Counsel Report

The legal counsel provided counsel to the Commission on all legal matters 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

The ARELLO Mid-Year Meeting is in Atlanta, Georgia April 13-16, 2016.

The NAR Mid-Year Meeting is in Washington, DC from May 9-14, 2016 (ARELLO-NAR Meeting TBD)

The Historic Preservation seminars are on May 20, 2016.

Commission-sponsored continuing education seminars (TBD).

The Real Estate Educators Association Annual Meeting is in Denver, Colorado from June 10-12, 2016.

The National Association of Real Estate Brokers, Inc. Annual Conference is in Long Beach, Ca. from August 12-16, 2016.

The ARELLO Annual Conference is in Vancouver, British Columbia 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 not having DC government e-mail addresses are still having trouble reaching appropriate personnel within the Mayor’s Office of Talent and Appointments.

Agenda Item: New Business

Commissioner Gulstone reported that there was a bill (relating to condominiums) before City Council where there was a discussion on Condominium Owner Bill of Rights Amend Act of 2015 and its impact on licensees. Commissioner Gulstone also discussed the Residential Lease Amendment Act of 2015 and its impact on tenants, where a hearing took place on December 7, 2015.

Regarding the ARELLO Leadership Symposium attended by Commissioners Ricks and Gulstone, it was reported that it was an excellent meeting, and that the Fair Housing Committee is recommended for inclusion with the Law Monitoring Committee. Additionally, plans are being implemented for the upcoming mid-year meeting in Atlanta, Georgia from April 13-16 , 2016, which will include Mike Hourigan as the keynote speaker. Both attendees were present for the Board of Directors meeting, where it was indicated that ARELLO will become a member of the Federation of Associations of Regulatory Boards (FARB) as an affiliate member. Additionally, a new Chief Financial Officer, Jennifer Buzalski, from Smith Bjuclkin, an association management company, has joined ARELLO.

Agenda Item: Correspondence

None

Agenda Item: Next Meeting

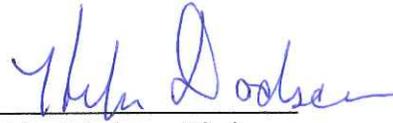
Next Scheduled Regular Meeting, February 9, 2016
1100 4th Street, SW, Room 300B, Washington, DC 20024

Agenda Item: Adjournment

Upon motion duly made by Commissioner Warnke and properly seconded by Commissioner Owens, the Commission unanimously voted to adjourn. Meeting adjourned at 11:28 am.

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Respectfully submitted,



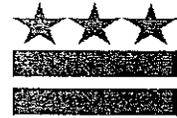
Helen Dodson
Helen Dodson, Chairperson

3-8-16

Date

Recorder: Stephanie Johnston, Program Support Specialist
Attachments

Minutes prepared by Leon W. Lewis, Executive Director



GOVERNMENT OF THE DISTRICT OF COLUMBIA
DC Real Estate Commission

MEMORANDUM

TO : Members of the DC Real Estate Commission

FROM : EDUCATION COMMITTEE
 Helen Dodson, Chair
 Monique Owens
 Christine Warnke
 Kevin Cyrus, Education Coordinator
 Kathy Thomas, Education Liaison Specialist

DATE : January 12, 2016

SUBJECT : Education Committee Meeting Report before the Commission

NO Waiver Applications were approved by the Education Committee since the December 8, 2015 meeting:

The following Waiver Applications were deferred by the Education Committee since the December 8, 2015 meeting:

CE/PL APPLICATIONS: The following provider course/instructor applications were approved by the Education Committee since the December 8, 2015 meeting:

1. Academy of Real Estate

Principles and Practices of Real Estate for Salespersons	Steven Weiler	PRE-LICENSING
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2. Council of Residential Specialists

Building A Team to Grow Your Business	Gee Dunsten	13073
Building An Exceptional Customer Service	Frank Serio	13080
Business Planning and Marketing for the Affluent	Robert Morris	13074
Buying and Selling Income Properties	Chris Bird	13077
Converting Leads Into Closings	Lee Barrett	13071
Effective Buyer Sales Strategies	Michael Selvaggio	13076
Financing Solutions to Close The Deal	Dale Carlton	13078
Listing Strategies for the Residential Specialist	Jackie Leavenworth	13075
Mastering Your Time to Achieve Your Goals	Chuck Bode	13070
Technologies To Advance Your Business	Peter Zaby	13079
Win Win Negotiation	Chandra Hall	13072

3. Greater Capital Area Association of Realtors – GCAAR

Safe Real Estate Sales Practice	Ann Johnston	13067
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4. McKissock, LP

Affordable Housing Opportunities for Low Moderate Buyers	Robert Fleck	13045
Americans w Disabilities Act ADA	Paul Lorenzen	13046
Crowd Funding in Real Estate	Robert Fleck	13065
End of the Paper Trail: How Conduct Paperless Transactions	Robert Fleck	13044
Millionaire Are Changing Real Estate	Robert Fleck	13064
Property Management - Next Generation	Robert Fleck	13047
Property Management Primer	Paul Lorenzen	13090
Social Media Marketing Reaching and Networking The Affluent	Robert Fleck	13063
Using Retirement Assets to Purchase Real Estate	Robert Fleck	13066



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

5. The Frederick Academy of Real Estate

DC Fair Housing	Colin McGowan	13081
DC Legislative Update	Colin McGowan	13082
Financing Issues/Updates	Colin McGowan	13089
Foreclosure: Law and Process	Colin McGowan	13085
Maryland Agency: Residential	Colin McGowan	13083
Maryland Agency: Commercial	Colin McGowan	13087
Risk Reduction Practices	Colin McGowan	13084
Short Sales Done the Right Way	Colin McGowan	13088
Understanding Bankruptcy Reform Act	Colin McGowan	13086

CE BANKING. To date, 53 schools have applied and are approved to offer 1,113 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

**DC REAL ESTATE COMMISSION
APPLICATION LIST
LIST # 1**

January 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

CANNON, DANA, Salesperson Cornerstone Real Estate LLC	APPROVED ✓	DEFERRED	DENIED	
BARNES, RACHEL, Salesperson New Wave Investments	APPROVED ✓	DEFERRED	DENIED	
BROMELL, RAYMOND Pitt Street Associates LLC	APPROVED ✓	DEFERRED	DENIED	
BROWN, MORGAN, Salesperson DC Elite Realty LLC	APPROVED ✓	DEFERRED	DENIED	
ELHANASHY, MUHAMMAD, Salesperson Trademark Realty Inc.	APPROVED ✓	DEFERRED	DENIED	
GONZALEZ, EDUARDO, Salesperson Fairfax Realty of Tyson Inc.	APPROVED ✓	DEFERRED	DENIED	
HELLER, CHRISTOPHER, Salesperson NRT Mid Atlantic LLC	APPROVED ✓	DEFERRED	DENIED	Administer
KINFE-MICHAEL, YARED, Salesperson Proplocate Realty LLC	APPROVED ✓	DEFERRED	DENIED	
KIRKPATRICK, ELLERY, Salesperson Golston Real Estate Inc.	APPROVED ✓	DEFERRED	DENIED	
O'DELL, RENE, Salesperson Long & Foster Real Estate Inc.	APPROVED ✓	DEFERRED	DENIED	
RUDE, JULIAN, Salesperson Capital Metro Properties LLC	APPROVED ✓	DEFERRED	DENIED	
SAENZ, CARLOS, Salesperson Stages Realty of Metro DC LLC	APPROVED ✓	DEFERRED	DENIED	
SAFAEIAN, HOSSEIN, Salesperson JBA Realty LLC	APPROVED ✓	DEFERRED	DENIED	
SAM, THANH, Salesperson Long & Foster Real Estate Inc.	APPROVED ✓	DEFERRED	DENIED	
STANLEY, BRIAN, Salesperson Long & Foster Real Estate Inc.	APPROVED ✓	DEFERRED	DENIED	
SWANN, ROSANNA, Salesperson White Plains Landmark, LLC	APPROVED ✓	DEFERRED	DENIED	
WORD, JAMES, Salesperson Samuel Henderson	APPROVED ✓	DEFERRED	DENIED	
ZACHARY, CHRISTY, Salesperson Long & Foster Real Estate Inc.	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>Helen Dodson</i>	DATE	<i>1-12-16</i>
APPLICATION EXAMINER	<i>[Signature]</i>	DATE	

**DC REAL ESTATE COMMISSION
APPLICATION LIST
LIST # 1
January 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

BAZARGAN, MEHRNAZ, Salesperson Redfin Corporation	APPROVED	DEFERRED	DENIED	
BUCARELO, WILMER, Salesperson Realty Concepts Group LLC	APPROVED	DEFERRED	DENIED	
CASAMENTO, CLAY, Property Manager	APPROVED	DEFERRED	DENIED	
CAMPBELL, JASON, Salesperson City Properties 2 LLC	APPROVED	DEFERRED	DENIED	
ELLINGTON, MARK, Salesperson Upper Marlboro Preferred Properties LLC	APPROVED	DEFERRED	DENIED	
GONZALES, WILLIAM, Salesperson Urban Compass Inc	APPROVED	DEFERRED	DENIED	
HARRIS, JASON, Salesperson Realinvestors of Washington DC LLC	APPROVED	DEFERRED	DENIED	
JOSEPHS, OLIVER, Salesperson Serten Advisors LLC	APPROVED	DEFERRED	DENIED	
KIM, EDWARD, Salesperson Long & Foster Real Estate	APPROVED	DEFERRED	DENIED	
MOYE, KARLIEF, Salesperson McNair Realty Group LLC	APPROVED	DEFERRED	DENIED	
ROBINSON, CRYSTAL, Salesperson Weichert Company of Maryland Inc.	APPROVED	DEFERRED	DENIED	
TEES, STEPHEN, Salesperson Washington Fine Properties LLC	APPROVED	DEFERRED	DENIED	
YIMAM, HIRUY, Salesperson Cher Castillo Holdings	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		DATE	1-12-16
APPLICATION EXAMINER		DATE	1-12-16