

District of Columbia Real Estate Commission
April 12, 2016
Minutes

The District of Columbia Real Estate Commission held its regularly scheduled meeting on Tuesday, April 12, 2016, at 1100 4th Street, S.W., Room 300B, Washington, D.C. 20024. The Commission previously met on March 8, 2016.

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

Attendance

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

Members Absent: None

Staff: Staci Mason, Program Manager, Kevin D. Cyrus, Education Coordinator, Kathy Thomas, Education Liaison Specialist, Stephanie Johnston, Program Support Specialist

Legal Counsel: Kia Winston

Public Consumers Present: No public consumers were in attendance at this meeting.

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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 Owens and properly seconded by Commissioner Pietranton, the Commission voted unanimously to accept draft minutes March 8, 2016.

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Agenda Item: Application for Licensure Recommendations

Upon motion duly made by Commissioner Warnke and properly seconded by Commissioner Owens, the Commission unanimously voted to approve Application List #4, attached hereto and made a part of the April 12, 2016, minutes.

Agenda Item: Complaints and Legal Committee Recommendations

In the matter of Josh Feldman, Benjamin Wilson and Marcus & Millichap re: a complaint filed by Charlton Woodyard II – – Send to Investigations.

In the matter of David Michalski re: a complaint filed by Tamrat Medhin – – Send to Investigations.

In the matter of Marjorie Dick Stuart re: a complaint filed by Anonymous – Close, no violation.

.In the matter of David Ruffin re: a complaint filed by David Ruffin – Informal Admonition.

In the matter of Marie West-Yancy real estate application – Application was denied; request Notice of Intent to Deny (NOID).

In the matter of Tom Faison re: a complaint filed by Richard Luna – Issue Informal Admonition

In the matter of Rod Rochowiak and Ken Rub re: a complaint filed by Mark Fechter – Close, no violation.

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

Commissioner Warnke raised the question of attending Commission committee meetings via telephone. It was noted that only the public meeting of the Commission was eligible for teleconference meetings; however, the issue would be looked into.

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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

Commissioner Ricks reiterated, for the benefit of the new Commissioners, that the Commission meets on the second Tuesday of each month.

The Historic Preservation seminars are on May 20, 2016. Jo Ricks will represent the Commission as a presenter. Tamora Papas will represent the Board of Real Estate Appraisers as a presenter. Real Estate Commission members will be all registered by Kevin Cyrus.

Commission-sponsored continuing education seminars will be held on June 17 and September 16, 2016

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

ARELLO's Mid-Year Annual Conference is in Atlanta, Georgia from April 13-16, 2016

ARELLO's Annual Conference is in Vancouver, British Columbia from September 21-25, 2016

NAR's Mid-year meeting is in Washington, DC from May 9-14, 2016, which will include an ARELLO lunch meeting.

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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. This issue will be looked into prior to the next Commission meeting.

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Agenda Item: New Business

The Commission was apprised of a case of alleged cheating by an exam taker with a DCREC distance education provider. Follow-up direction was given to confirm if the exam in question was a provider exam or a Commission sponsored licensing exam. The Commission can take action if the exam is under their jurisdiction.

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Agenda Item: Correspondence

None

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Agenda Item: Next Meeting

Next Scheduled Regular Meeting, May 10, 2016
1100 4th Street, SW, Room 300B, Washington, DC 20024

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Agenda Item: Adjournment

Upon motion duly made by Commissioner Pietranton and properly seconded by Commissioner Owens, the Commission unanimously voted to adjourn. Meeting adjourned at 10:35 am.

Respectfully submitted,


Josephine Ricks, Chairperson

May 10, 2016
Date

Recorder: Stephanie Johnston, Program Support Specialist
Minutes prepared by Kevin Cyrus, Education Coordinator

Attachments



GOVERNMENT OF THE DISTRICT OF COLUMBIA
DC Real Estate Commission

MEMORANDUM

TO : Members of the DC Real Estate Commission

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

DATE : April 12, 2016

SUBJECT : Education Committee Meeting Report before the Commission

Eight (8) Endorsement Applications were **approved** by the Education Committee since the March 8, 2016 meeting:

The following two (2) **Waiver Applications** were **deferred** by the Education Committee since the March 8, 2016 meeting:

- Timothy Caviezel
- June Kranich

CE/PL APPLICATIONS: The following provider course/instructor/renewal applications were **approved** by the Education Committee since the March 8, 2016 meeting:

1. Academy of Real Estate

<u>Course Title</u>	<u>Instructor</u>	<u>Course ID#</u>
Internet Realty Detective	Suzanne Feinstein	13129

2. GCAAR – Greater Capital Area Association of Realtors

<u>Course Title</u>	<u>Instructor</u>	<u>Course ID#</u>
Renting to Persons with Various Needs	Stuart Reynolds	13117

3. Long & Foster

<u>Course Title</u>	<u>Instructor</u>	<u>Course ID#</u>
DC Legislative Legal Update	Melissa Brault	11818
Financing Issues Update	Melissa Brault	12508
Regional Sales Contract Analysis	Melissa Brault	11803
Short Sales	Melissa Brault	11807
MD Legal Update	Vittorio Muzzatti	11790
Understanding Addenda & When to Use	Vittorio Muzzatti	12176
Regional Sales Contract Analysis	Vittorio Muzzatti	11803
Know Before You Owe	Vittorio Muzzatti	13023
GCAAR Regional Contract Update	Vittorio Muzzatti	13042



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TO : Members of the DC Real Estate Commission

SUBJECT : Education Committee Meeting Report before the Commission

4. McKissock, LP

Course Title	Instructor	Course ID#
Uncovering the Facts About Mortgage Finance	Robert Fleck	13116

5. Professional Development Institute

Course Title	Course ID#
GCAAR Regional Contract Update	13042
Maryland Legal Update	11790
MD Code of Ethics	11791
MD Fair Housing	11951
Supervision	13002

Instructors

Tony Mizzer	Daniel Mushala
Olivia Hale Sermon	Stuart Reynolds
Tyrone Whitby	

Maryland Fair Housing	11959
Real Estate Legal Update (2014 – 2015)	12719
Maryland Code of Ethics, Flipping and Predatory Lending	12535
MREC Agency – Residential	12698
MREC – Supervision	12696
All About GCAAR Regional Contract	13122
All About the Mar Contract	13123
All About the Regional MAR Contract	13121
Foreclosure and Short Sales in Maryland	13126
Sales Contracts and Contract Addenda De-mystified	12991

Instructors

Barbara Maloney	Stuart Reynolds
Tony Mizzer	Tyrone Whitby
Danile Mushala	Olivia Hale Sermon
James Savitz	Robert Pettis
Larry Hudson	

6. The CE Shop

Course Title	Instructor	Course ID#
Attracting Online Consumers: Listings and Syndication	Michael McAllister	13118
Pricing Strategies: Mastering The CMA	Michael McAllister	13119
Real Estate Safety Matters: Safe Business=Smart Business	Michael McAllister	13120

7. Real Estate Institute

Course Title	Instructor	Course ID#
MD Legislative Update	Marie Dias	11918
MD Code of Ethics	Marie Dias	11653
DC Legislative Update	Marie Dias	12250
DC Fair Housing	Marie Dias	12249



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

7. Real Estate Institute (con't.)

Approval of New Locations for Courses:

5230 Westview Dr. Frederick MD 21703
2500 Research Blvd. Rockville, MD 20850
7035 Arundel Mills Circle, Hanover, MD 21076
2004 Greenspring Drive, Timonium, MD 21093

- MD Legislative Update
- MD Code of Ethics
- DC Legislative Update
- DC Fair Housing

CE BANKING. To date, 54 schools have applied and are approved to offer 1,179 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 # 4
April 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

COOPER, KAREN, Salesperson Independent Realty	APPROVED ✓ DEFERRED DENIED
APPLEGATE, PETER, Salesperson OPTIME REALTY LLC	APPROVED ✓ DEFERRED DENIED
CONVIN, MICHAEL, Salesperson Wise Agent Realty LLC	APPROVED ✓ DEFERRED DENIED
EDOKPAYI, DENISE, Salesperson Douglas Realty LLC	APPROVED ✓ DEFERRED DENIED
EDWARDS, TRACY, Salesperson J Street Brokerage Services LLC	APPROVED ✓ DEFERRED DENIED
ETMINAN, SIAVASH, Salesperson A-K Real Estate Inc.	APPROVED ✓ DEFERRED DENIED
HENKEL, JONATHAN, Salesperson Properties on the Potomac Inc.	APPROVED ✓ DEFERRED DENIED
JACKSON-TAYLOR, LATOYA, Salesperson RNR Brokerage LLC	APPROVED ✓ DEFERRED DENIED
MCKINNEY, MAURICE, Salesperson URE Washington DC LLC	APPROVED ✓ DEFERRED DENIED
MORNINGSTAR, WILLIAM, Salesperson Urban Compass Inc.	APPROVED ✓ DEFERRED DENIED
PATEL, DHARA, Salesperson Fairfax Realty Inc.	APPROVED ✓ DEFERRED DENIED
SUH, JOHN, Property Manager	APPROVED ✓ DEFERRED DENIED
THOSS, RAY, Associate Broker Marriott Ownership Resorts Inc.	APPROVED ✓ DEFERRED DENIED
WEST-YANCY, MARIE, Associate Broker Urban Square LLC	APPROVED ✓ DEFERRED DENIED ✓
WILLIAMS, KYA, Salesperson Urban Compass 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.

<i>Josephine H. Dick</i> CHAIRPERSON	<i>April 12, 2016</i> DATE
<i>Stephan Schuster</i> APPLICATION EXAMINER <i>SS</i>	<i>4/11/16</i> DATE

**DC REAL ESTATE COMMISSION
APPLICATION LIST
LIST # 4
April 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

ADEYEMO, ISAAC, Salesperson Robb Taylor	APPROVED ✓ DEFERRED DENIED
ALONSO, MANUEL, Salesperson Golston Real Estate Inc.	APPROVED ✓ DEFERRED DENIED
BAILEY-CHARLES, SYLVIA, Salesperson Metro Referral Associates Inc.	APPROVED ✓ DEFERRED DENIED
BRYANT, THOMAS, Salesperson Long & Foster Real Estate	APPROVED ✓ DEFERRED DENIED
CALKINS, ANTHONY, Salesperson Long & Foster Real Estate	APPROVED ✓ DEFERRED DENIED
CHAUDHRY, ABDUL, Salesperson Maharzada Realtors Inc.	APPROVED ✓ DEFERRED DENIED
CUTLER, WILLIAM, Salesperson GFZ Realty LLC	APPROVED ✓ DEFERRED DENIED
COLEY-TRICE, DONNA, Salesperson Metro Referral Associates Inc.	APPROVED ✓ DEFERRED DENIED
ENIAFE, AYODELE, Associate Broker Fairfax Realty Inc.	APPROVED ✓ DEFERRED DENIED
FOSHEE, ALEXANDER, Salesperson Columbia Company Ventures LLC	APPROVED ✓ DEFERRED DENIED
GOROG, GABRIEL, Salesperson E Venture, LLC	APPROVED ✓ DEFERRED DENIED
HINNANT, LUCHIEA, Salesperson Greenline Real Estate LLC	APPROVED ✓ DEFERRED DENIED
JACKSON, WILLIAM, Salesperson Inclusions and Associates Real Estate LLC	APPROVED ✓ DEFERRED DENIED
JENKINS BOYD, SHIRLEY, Salesperson Robb Taylor	APPROVED ✓ DEFERRED DENIED

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<i>Josephine Hicks</i>	<i>4-12-16</i>
CHAIRPERSON	DATE
<i>[Signature]</i>	<i>4-9-16</i>
APPLICATION EXAMINER	DATE

**DC REAL ESTATE COMMISSION
APPLICATION LIST
LIST # 4**

April 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

LEE, SERWA, Salesperson Tristar Realty Inc.	APPROVED ✓ DEFERRED DENIED
MARCH, RICHARD, Salesperson Golston Real Estate Inc.	APPROVED ✓ DEFERRED DENIED
MCBRYDE, CHERYL, Salesperson Heymann Realty LLC	APPROVED ✓ DEFERRED DENIED
MUNGO, EZEKIEL, Salesperson White Plains Landmark LLC	APPROVED ✓ DEFERRED DENIED
NEWMAN, LANNY, Salesperson Long & Foster Real Estate	APPROVED ✓ DEFERRED DENIED
PARDO, JAIME, Salesperson PB & J Kingstowne LLC	APPROVED ✓ DEFERRED DENIED
RUCKER, WILLIAM, Salesperson Eco Realty Professionals LLC	APPROVED ✓ DEFERRED DENIED
RUSSELL, KACI, Salesperson Jason Clarke	APPROVED ✓ DEFERRED DENIED
SAMARI, BEN, Salesperson Seneca Real Estate Inc.	APPROVED ✓ DEFERRED DENIED
SAMPSON, JAMES, Salesperson Fairfax Realty Inc.	APPROVED ✓ DEFERRED DENIED
SLAGLE, PATRICK, Salesperson Pulse Property Group LLC	APPROVED ✓ DEFERRED DENIED
THOMAS, KENNETH, Salesperson Tristar Realty Inc.	APPROVED ✓ DEFERRED DENIED
WEBSTER, STEVEN, Salesperson DARJAS, LLC	APPROVED ✓ DEFERRED DENIED
WILLIAMS, RODERICK, Salesperson URE Washington DC LLC	APPROVED ✓ DEFERRED DENIED
WILSON, TRACEY, Salesperson Bennett Team Investments LLC	APPROVED ✓ DEFERRED DENIED
WINSTEAD, BOBBY, Salesperson Wise Agent Realty LLC	APPROVED ✓ DEFERRED DENIED
YICK, SALLY, 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.

<i>Josephine H Ricks</i>	<i>4-12-2016</i>
CHAIRPERSON	DATE
<i>Stephan Johnston</i>	<i>4/11/16</i>
APPLICATION EXAMINER	DATE



MEMORANDUM

TO : Members of the DC Real Estate Commission

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

DATE : May 10, 2016

SUBJECT : Education Committee Meeting Report before the Commission

Seven (7) Endorsement Applications were **approved** by the Education Committee since the April 12, 2016 meeting:

The following (1) **Waiver Application** was **deferred** by the Education Committee since the April 12, 2016 meeting:
Nigel Shamash

CE/PL APPLICATIONS: The following provider course/instructor/renewal applications were **approved** by the Education Committee since the April 12, 2016 meeting:

1. Coldwell Banker Residential Brokerage

Course Title	Instructor	Course ID#
Principles and Practices of Real Estate Salespersons	Renee Davis	N/A

2. GCAAR – Greater Capital Area Association of Realtors

Course Title	Instructor	Course ID#
Walking The Tightrope Between Agency and Ethics	Mary Chieppa	13130
Agency Disclosure In The Real World	Thomas Brockett	13131
Understanding The Needs of Your Client	Thomas Brockett	13132
Negotiating The Best Contract	Thomas Brockett	13133
What You Don't Know About Credit Can Hurt You	Michelle Matthews	13134

CE BANKING. To date, 54 schools have applied and are approved to offer 1,185 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



GOVERNMENT OF THE DISTRICT OF COLUMBIA
DEPARTMENT OF CONSUMER AND REGULATORY AFFAIRS
OCCUPATIONAL AND PROFESSIONAL LICENSING
ADMINISTRATION

Memorandum

To : DC Real Estate Commission

From : George Batista, Investigator *GB*
Asia Dumas, Investigator *AD*

Date : May 3, 2016

Subject : Synopsis of the ARELLO Investigator workshop in Atlanta, Georgia

On April 12-14, 2016, we attended the ARELLO Investigator Workshop in Atlanta, Georgia. The workshop was informative and provided us with information regarding the different aspects of Financial Records Examination and Analysis in real estate related investigations. Topics discussed were provided by formal experience federal investigators. Investigative training workshop included, Badges of Fraud, Financial Profiling and Money Laundering Basics, Analyzing Financial Records, Bank Records Leads and Indicators, Bank Statement Analysis, Data Mining, Communicating your Case, and Reconciling Business Records. A synopsis of the workshop follows:

DAY 1

BADGES OF FRAUD, MONEY LAUNDERING BASICS, ANALYSING FINANCIAL RECORDS AND BANK RECORDS LEADS & INDICATORS

Instructors from the National White Collar Crime Center presented the above topics and demonstrated to us how to analyze and identify the redirection of business funds. This block of instruction was very informative.

WELCOME RECEPTION

The reception was well attended and provided us the opportunity to network with investigators from across the country.

DAY 2

This block of instruction was presented by a member of the National White Collar Crime Center and she demonstrated how to determine inconsistencies, or unexplainable changes in the bank statement. Once the bank statement is analyzed from different perspectives and summarized it into useful information, the investigator would use data mining software that allows the user to analyze data from many different dimensions or angles, categorizing and summarizing the relationships identified.

DAY 3

INVESTIGATOR OF THE YEAR AWARD PRESENTATION

Peter Bale, CREI, from the Oregon Real Estate Agency (OREA), was this year's recipient and his investigation involved a real estate fraud involving 20 complainants with a total of 51 allegations/violations. It covered 7 commercial properties and the mishandling of millions of investors' funds. The respondent was found to have committed numerous violations and OREA Commissioner signed and issued the final Order to revoke the respondent's license.

CLOSING REMARKS

Closing remarks were made emphasizing that this training workshop was pushed to coincide with the mid-year meeting.

Overall, we found aspects of these discussions useful to our investigative duties at DCRA and we look forward to attending additional workshops in the future.