



Matthew G. Bevin
Governor

K. Gail Russell, Secretary
Public Protection Cabinet

H.E. Corder II, Executive Director
Kentucky Real Estate Authority

Kentucky Real Estate Authority
656 Chamberlin Avenue, Suite B
Frankfort, Kentucky 40601
Telephone: (502) 564-7760
Fax: (502) 564-3969

VOTING COMMISSIONERS
Lois Ann Disponett, Chair
Billy Joe Beckham, Smiths Grove
Shirley W. Wiseman, Lexington
Steve K. Cline, Bowling Green

NON-VOTING COMMISSIONERS
Tom Waldrop, Mayfield

KENTUCKY REAL ESTATE COMMISSION

MEETING MINUTES

September 24, 2019

Commission Members Present

Commissioner Chair, Lois Ann Disponett
Commissioner Billy Beckham
Commissioner Steve Cline

Commissioner Shirley Wiseman
Commissioner Tom Waldrop

KREA Staff

Marc Manley, Acting General Counsel
H.E. Corder II, Executive Director
Maryellen Mullikin, Licensing and Administrative Coordinator
Hannah Carlin, Education Coordinator
Shannon Buzard, Board Administrator and Executive Administrative Secretary

Guests Present

54 guests of the “attached lists” attending the Kentucky Realtors Annual Conference in Lexington, KY were present at this meeting.

Call to Order and Guest Welcome

The Kentucky Real Estate Commission meeting was called to order by Commission Chair, Lois Ann Disponett, at 1:08pm on September 24, 2019. Roll call was taken and a quorum was present. Guests in attendance were welcomed and introductions of guests, staff, and commissioners were made.

Approval of Meeting Minutes

Commissioner Beckham made a motion to approve the August 15, 2019 Regular Commission Meeting Minutes. Commissioner Wiseman seconded the motion. With all in favor, motion carried.

Commissioner Cline made a motion to approve August 21, 2019 Special Commission Meeting Minutes. Commissioner Wiseman seconded the motion. With all in favor, motion carried.

Commissioner Cline made a motion to approve August 28, 2019 Special Commission Meeting Minutes. Commissioner Wiseman seconded the motion. With all in favor, motion carried.

Education and Licensing Reports

September 2019 Continuing Education Courses were reviewed and recommended for approval by Hannah Carlin. Commissioner Cline made a motion to approve the “attached list of courses.” Commissioner Beckham seconded the motion. All in favor, motion carried. Ms. Carlin presented “the attached” September 2019 education and licensing statistics.

Committee Reports

The Applicant Review Committee, Complaint Review Committee and Education Review Committee had no reports for this meeting.

Real Estate Authority Director Comments

Director Corder thanked the Kentucky Realtors Association and sponsors for another productive and educational annual realtor’s association convention. The Director also gave a brief summary of the recent trip to the ARELLO Conference in Denver, Co. He stated the main topic of discussion and importance at the conference was how to raise the bar in real estate professionalism such as the need to return phone calls, provide detailed listings, and offer encouragement towards fellow realtors. He thanked the KREC staff and Commission for all the hard work accomplished for the Commission.

Open Forum - Public Comments

A few members of the audience expressed concerns to the Commission regarding licensees’ affiliation status and the online services account. The Commission recognized the audience members’ concern and noted the issue is currently being reviewed.

Mr. Weikel with A-Pass Weikel Institute requested the Commission provide a new, easy to access, pdf document including all legislative updates and changes to Kentucky real estate law.

Mr. Disney with KW Bluegrass requested the Commission provide redacted administrative complaint files to use as case studies for future real estate education courses.

Other members of the audience requested a regulatory review update.

Legal Summary and Review

Acting General Counsel Manley presented a regulatory review update to the Commission. He stated that the first set of statements of consideration for September 13, 2019 have been posted for public review and the second set due October 15, 2019 will be addressed at the next special Commission meeting October 2, 2019.

Acting General Counsel Manley presented to the Commission a broker’s email requesting approval of their agency disclosure statement. Acting General Counsel explained the approval would only be for a short period of time in light of new regulatory changes that will standardize forms. With legal recommendation for approval pursuant to 201 KAR 11:400, Commissioner Beckham made a motion to approve the agency disclosure statement. Commissioner Wiseman seconded the motion. Commissioners Wiseman, Beckham, and Disponett voted aye. Commissioner Cline voted nay. The motion passed.

Acting General Counsel Manley stated he is currently building a new legal team and had no docket update to report for this meeting.

New Business

Commissioner Disponett gave a formal announcement that Commissioner Waldrop and Commissioner Hayden would be leaving the Commission. Ms. Mullikin presented a gift of gratitude on behalf of the Commission for their service along with a round of applause from the Commission and audience.

Cindy Rice presented to the Commission a summary of the Second Quarter 2019 Kentucky Group Policy Claims Report. Ms. Rice also gave a brief summary and examples in order to answer the Commission's questions about claims coverage and the process involved when a power of attorney is present. Ms. Rice cautioned the audience that the E&O policy would not cover a claim involving actions taken by a licensee acting as a power of attorney. Ms. Rice announced they are developing an E&O education course to present to the Kentucky Real Estate Commission as a potential continuing education class. Ms. Rice explained in detail about the process of claims made and reported policies. She stressed the importance that licensees understand when a claim is made, when to report a claim and to renew their license and their E&O insurance timely.

Director Corder discussed issues arising with the application testing process that needs improving.

Ms. Carlin presented to the Commission for review and approval an education grant program proposal. Commissioner Cline approved the new grant program proposal. Commissioner Beckham seconded the motion. With all in favor, the motion carried.

Ms. Mullikin gave an update regarding the anticipated move downtown and that KREA should be moved in this fall of 2019.

Approval of Travel & Per Diem

Commissioner Wiseman moved to approve travel and per diem for regular and special meeting dates of the month of September, 2019. Commissioner Cline seconded the motion. With all in favor, motion carried.

Next Committee Meeting

The next special meeting regarding regulation review will be on October 2, 2019 for 1:00pm to be held the KREC Headquarters.

The next regular meeting of the Kentucky Real Estate Commission will be held on October 17, 2019 for 11:00 am, at 656 Chamberlin Avenue, Suite B, Frankfort, KY 40601.

Meeting Adjournment

Commissioner Beckham made a motion to adjourn meeting with Commissioner Wiseman seconding motion. All in favor, the meeting adjourned at 2:27 pm.



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STAFF
Shannon Buzard, Board Administrator
Marc Manley, Acting General Counsel

MEMORANDUM

DATE: September 16, 2019
FROM: Hannah Carlin, KREC Education Coordinator
TO: Kentucky Real Estate Commission
RE: 2019 Course Approvals

BACKGROUND

The attached list of education providers submitted applications for review and approval by the Commission. Commission staff members have reviewed the information submitted, which includes provider, course, and instructor applications. The courses meet the pre-licensing education, continuing education and post-license education requirements as outlined in 201 KAR Chapter 11. New courses are bolded.

RECOMMENDATION

Please approve the applications associated with the attached list of providers.

1. 2019 Continuing Education Courses

The CE Shop

Course Name- Course Number	Instructors	CE Hours
Hot Topics in Real Estate (22897)	Jill Malloy, Michael McAllister	3 elective

2. 2019 Continuing Education and Post-licensing Education Courses

Kentucky Real Estate College

Course Name- Course Number	Instructors	CE Hours	PLE Hours
Addressing Legal Issues- Role Play, Skits, and Group Discussion (22912)	Lee Harris Donahue	3 law	3 contracts
You Decide—15 Legal Scenarios (with Student Panels) 229114)	Lee Harris Donahue	3 law	2 risk management, 1 elective

Lexington Bluegrass Association of Realtors

Course Name- Course Number	Instructors	CE Hours	PLE Hours
Government Backed Income Through Affordable Housing (22913)	Rumonda Langham	3 law	3 elective
Qualified Buyers through Affordable Housing Programs (22914)	Rumonda Langham	3 law	3 elective

Northern Kentucky Association of Realtors

Course Name- Course Number	Instructors	CE Hours	PLE Hours
Engaging Consumers in the Buying and Selling Experience (22896)	Analissa Johnson	3 elective	3 technology and data security



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MEMORANDUM

DATE: September 16, 2019
FROM: Hannah Carlin, KREC Education Coordinator
TO: Kentucky Real Estate Commission
RE: Education and Licensing Report

BACKGROUND

The attached document includes the following:

- August 2019 testing statistics
- 2019 licensing statistics (by month)
- Inactive vs. Active Status statistics

RECOMMENDATION

Please review. No action required.

ATTACHMENTS

Please see the attachment for the full report.

1. PSI Testing Statistics

August 2019

Type of Exam	Passed	% Passed	Failed	% Failed	Total Exams
License Recognition-Broker	5	71.43	2	28.57	7
License Recognition-Salesperson	18	60.00	12	40.00	30
Broker- National	4	66.67	2	33.33	6
Broker- State	5	55.56	4	44.44	9
Salesperson- National	107	54.31	90	45.69	197
Salesperson- State	108	50.94	104	49.06	212
TOTAL	247	53.58	214	46.42	461

2019 (January-August)

Type of Exam	Passed	% Passed	Failed	% Failed	Total Exams
License Recognition-Broker	39	59.09	27	40.91	66
License Recognition-Salesperson	160	65.31	85	34.69	245
Broker- National	63	56.25	49	43.75	112
Broker- State	67	61.47	42	38.53	109
Salesperson- National	893	57.91	649	42.09	1,542
Salesperson- State	897	52.67	806	47.33	1,703
TOTAL	2,119	56.10	1,658	43.90	3,777

2. Licensing Statistics

As of 9/16/2019

Type	Active	Inactive	TOTAL
Sales Associate	11,041	6,337	17,378
Broker	4,011	900	4,911
TOTAL	15,052	7,237	22,289

New Licenses Issued in 2019 (by month)

Month	Sales Associate	Broker	Total
January	92	11	103
February	118	12	130
March	137	22	159
April	144	14	158
May	161	18	179
June	117	9	126
July	136	12	148
August	127	4	131
September			
October			
November			
December			
TOTAL	1,032	102	1,134



Kentucky Real Estate Commission

Commission Meeting MEETING SIGN-IN SHEET September 24, 2019 (Please Print Clearly)

Name	Organization
Dennis Stidgen	Instructor/Attorney
Anna-Marie Hyatt	
Mackenzie Peavler	
Autumn Boblitt	
Margie Harp	HKAR - Elizabeth Horn
Ron Hudson	KYR- Paducah Board of Realtors
Linda Flickinger	SKY Realtors
Sharon Billingsley	SKY Realtors
Catherine Clibbett	Welcome Home Realty Group - GLAR - GORA - HKAR
Hannah Porter	Ashland Area Board Delegate
Cindy Rice Griston	Rice Insurance Services Co. LLC
Jinda Youngren, AE	Paducah Bnd of Realtors
Nay Wilson, AE	Hopkinsville Bnd of Realtors
DOUGLAS MYERS	SEMONIN REALTORS
ACE REED	HUFF REALTY
Kelley Nesbit	Coldwell Banker McMahan
Shelly Saffran	Coldwell Banker McMahan
Al Blevins	Caswell Pruitt
PEGGY SMITH	OKA BOARD OF REALTORS
Mindy Sweet	Somerset-Lake Cumberland Realtors
Daisy Fowler	OKAR
JOHN WEIKEL	LOUISVILLE
Norman Jones	KYR
JEFF SMITH	NKY
HE. Beaver Cordova	KREA



Richard Wilson KYR

Steve Stevens KYR

Marc Marky

Steve K. Cline Commissioner

Shirley Wiseman KREC

Lois Ann Disputt KREC

Billy Beckham KREC

Tom Waldy KREC

KYR

JEFF SMITH



Kentucky Real Estate Commission

(Please Print Clearly)

Name	Organization
MIKE BOGARDON	KYIT
Carol Rene Rogus	C. Rene Rogus PLLC
Jared Palmgreen	Student - 2 My Classes
Jen Swendeman	kw
Ron Brossart	RE/MAX
Janie Wilson	No Ky Assoc of Realtors
Jim DeMaio	Greater Owensboro REALTOR Assn.
Devin Taylor	ERA
SUE ANN COLLINS	TEAMWORK REAL ESTATE
Sandy Newell	Madisonville Ho. Co. Board of Realtors
Alice Carr	Madisonville Ho. Co. B O R
Sharilyn Gale Lutz	Madisonville/Hop. Co B O R
Julie Barratt	Madisonville Ho. Co. Board of Realtors
Charlie Murphy	Charlie Murphy Real Estate
Thomas Black	RE/MAX on MATA
Christel Long	LBAR
Jim Swell	~
Barbara Flannery	LBAR
Maime Weyer	LBAR
Helen Jardo	LBAR
LARRY G. LUKER	HOPKINSVILLE/CHRISTIAN CO.
Holly Hampton	Hopk/Christian + Todd Co.
Bonnie Byerly	Murray Callaway County Board of Realtors
Twilla Willpamst	Murray Board
Earlene Woods	Murray Calloway Co. Bd.





54 Total guests

Kentucky Real Estate Commission

Commission Meeting MEETING SIGN-IN SHEET September 24, 2019 (Please Print Clearly)

Name	Organization
Larry Disney	REAR Disney & Co
Tom Biederman	Biederman Real Estate
R. Rip Phillips	KY Realtors
Bridget Bellocq	Biederman Real Estate
Lamont Breland	The Breland Group
Robert Bramblett	ReMax Executive Group INC. E-town
Barry Turner	Turner Realty Group
Larry Baker	Realty Advanced
John Kopperd	Kopperd Realty
Monti Collins	REMAX Real Estate Associates
Janette DeWitt	Kopperd Realty
LAURA DISNEY	KW BIEDERMAN
Angie Clark	Tony Clark, REALTORS
EDWARD SEAY	Betty Seay Realty
Heather Bargo	The Brokerage
Carole Schoo	THE AGENCY
Lison Galt	KW Lou East
MIKE PARKER	HUFF REALTY
RUBEN ROSEBERG	KY LOCAL REAL ESTATE
Delmas Philpot	Student of 2 MY classes
Kristy L. Gooch	REmax Elite Realty



Report below provided by: Rice Insurance Services Company, LLC (RISC)

**GROUP POLICY CLAIMS
INFORMATION SECOND QUARTER 2019**

Group Policy Number	Claims Count	TOTAL PAID FOR CLOSED CLAIMS		Claims Count	TOTAL INCURRED FOR OPEN CLAIMS		Claims Count	Total Incurred
		Loss	Legal		Loss	Legal		
03 EO 0012KY-	151	\$333,895.84	\$495,371.74	0	\$0.00	\$0.00	151	\$829,267.58
04 EO 0013KY-	133	\$374,055.40	\$404,290.61	0	\$0.00	\$0.00	133	\$778,346.01
05 EO 0014KY-	185	\$780,671.93	\$572,018.72	0	\$0.00	\$0.00	185	\$1,352,690.65
06 EO 0015KY-	176	\$286,252.50	\$592,311.79	0	\$0.00	\$0.00	176	\$878,564.29
07 EO 0016KY-	208	\$495,696.00	\$585,362.85	4	\$30,001.00	\$98,001.00	212	\$1,209,060.85
09 EO 0018KY-	238	\$358,793.06	\$569,284.51	0	\$0.00	\$0.00	238	\$928,077.57
10 EO 0019KY-	62	\$242,278.83	\$188,975.55	0	\$0.00	\$0.00	62	\$431,254.38
11 EO 0020KY-	162	\$496,880.25	\$322,323.03	0	\$0.00	\$0.00	162	\$819,203.28
12 EO 0021KY-	161	\$695,973.19	\$536,910.25	1	\$15,000.00	\$140,000.00	162	\$1,387,883.44
13 EO 0022KY-	144	\$146,976.00	\$292,073.93	0	\$0.00	\$0.00	144	\$439,049.93
14 EO 0023KY-	115	\$150,795.35	\$237,565.70	0	\$0.00	\$0.00	115	\$388,361.05
15 EO 0024KY-	110	\$116,750.00	\$134,649.98	5	\$131,001.00	\$580,356.00	115	\$962,756.98
16 EO 0025KY-	113	\$201,774.50	\$190,799.98	19	\$126,951.00	\$247,537.00	132	\$767,062.48
17 EO 0026KY-	90	\$72,881.60	\$66,997.10	26	\$157,376.00	\$264,671.00	116	\$561,925.70
18 EO 0027KY-	97	\$98,607.81	\$142,730.08	78	\$216,359.00	\$390,841.00	175	\$848,537.89
19 EO 0028KY-	2	\$0.00	\$0.00	16	\$41,900.00	\$73,000.00	18	\$114,900.00
TOTALS	2147	\$4,852,282.26	\$5,331,665.82	149	\$718,588.00	\$1,794,406.00	2296	\$12,696,942.08

**Total Incurred
Closed Claims \$10,183,948.08**

**Total Incurred
Open Claims \$2,512,994.00**