



**Andy Beshear**  
Governor

**Jacqueline Coleman**  
Lieutenant Governor

## PUBLIC PROTECTION CABINET

### Kentucky Real Estate Commission

Mayo-Underwood Building  
500 Mero Street, 2NE09  
Frankfort, Kentucky 40601  
Phone: (502) 564-7760  
<https://krec.ky.gov>

**Ray A. Perry**  
SECRETARY

**Robert L. Astorino, Sr.**  
EXECUTIVE DIRECTOR

## KENTUCKY REAL ESTATE COMMISSION (KREC)

### MEETING MINUTES

July 21, 2022

Mayo-Underwood Hearing Room 133CE

**\* This meeting also occurred via Zoom Teleconferencing, pursuant to KRS 61.826\***

#### **Commission Members Present**

Commissioner Chair, Lois Ann Disponett  
Commissioner Larry Disney  
Commissioner James Simpson  
Commissioner James King  
Commissioner Jennifer Brown-Day  
Commissioner Raquel Carter  
Commissioner Anthony Sickles

#### **KREA Staff**

Robert Astorino, Executive Director  
Molly Cassidy, General Counsel  
Hannah Carlin, Deputy Director  
Rene Rogers, Legal Counsel  
Brian Travis, Investigator  
Terri Hulette, Executive Administrative Secretary  
Angie Reynolds, Administrative Specialist III  
Aaliyah Boller, KREC Intern

**Guests Present**

Tom Cox	Greg Grieve	Jen Swendiman
Dennis Stigers	Ron Brossart	Rhonda Richardson
John Mitchell	Douglas Meyers	Ken Warden
Joyce Sterling	Lisa Horn	Al Blevins
Richard Wilson, KYR	Lauren Hicks	Ken Warden
Nicole Knudtson	Shelly Saffron	Joyce Sterling
Jim DeMaio, RASK	Linda Flickering	Linda Fernandez
Steve Smith	Earlene Woods	

**Call to Order and Guest Welcome**

The Kentucky Real Estate Commission meeting was called to order through video teleconference by Commission Chair, Lois Ann Disponett, at 9:00 a.m. on **July 21, 2022**. 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 Disney made a motion to approve the **June 16, 2022** KREC Meeting Minutes Commissioner King seconded the motion. With all in favor, the motion carried.

Commissioner Simpson made a motion to approve the **June 22, 2022** KREC Public Comment Hearing Minutes Commissioner Disney seconded the motion. Commissioners Carter abstained from the discussion and the vote. Remaining all in favor, motion carried.

**Education and Licensing Report**

Ms. Carlin presented the Commission the following:

**1. PSI Testing Statistics**

**2022 June (First Time)**

Type of Exam	Passed	% Passed	Failed	% Failed	Total Exams
License Reciprocity- Broker	3	60.00	2	40.00	5
License Reciprocity- Salesperson	13	61.90	8	38.10	21
Broker- National	0	0.00	1	100.00	1
Broker- State	0	0.00	1	100.00	1
Salesperson- National	110	80.29	27	19.71	137
Salesperson- State	77	55.80	61	44.20	138
<b>TOTAL</b>	<b>203</b>	<b>67.00</b>	<b>100</b>	<b>33.00</b>	<b>303</b>

**2022 June (Repeat)**

Type of Exam	Passed	% Passed	Failed	% Failed	Total Exams
License Reciprocity- Broker	3	100.00	0	0.00	3
License Reciprocity- Salesperson	5	45.45	6	54.55	11
Broker- National	1	100.00	0	0.00	1
Broker- State	1	100.00	0	0.00	1
Salesperson- National	33	30.65	75	69.44	108
Salesperson- State	67	45.27	81	54.73	148
<b>TOTAL</b>	<b>110</b>	<b>40.44</b>	<b>162</b>	<b>59.56</b>	<b>272</b>

**2022 (Cumulative)**

Type of Exam	Passed	% Passed	Failed	% Failed	Total Exams
License Reciprocity- Broker	23	48.94	24	51.06	47
License Reciprocity- Salesperson	90	60.00	60	40.00	150
Broker- National	81	59.12	56	40.88	137
Broker- State	81	55.86	64	44.14	145
Salesperson- National	785	52.40	713	47.60	1498
Salesperson- State	803	47.91	873	52.09	1676
<b>TOTAL</b>	<b>1863</b>	<b>51.00</b>	<b>1790</b>	<b>49.00</b>	<b>3653</b>

**1. Licensing Statistics****As of July 19, 2022**

Type	Active	Inactive	TOTAL
Sales Associate	12,426	4,663	17,089
Broker	3,832	633	4,465
<b>TOTAL</b>	<b>16,258</b>	<b>5,296</b>	<b>21,554</b>

Licensees cancelled in June 2022: 14 (3 brokers, 11 sales associates)

**New Licenses Issued in 2022 (by month)**

Month	Sales Associate	Broker	Total
January	132	11	143
February	39	14	53

March	190	56	246
April	171	13	184
May	145	3	148
June	132	1	133
July			
August			
September			
October			
November			
December			
<b>TOTAL</b>	<b>809</b>	<b>98</b>	<b>907</b>

**Instructors**

- Jeanna Ashley
- Christopher Bird
- Trista Curzydlo
- Antoine Dupont
- Jared James
- Melanie McLane
- Paul Miele
- Paula Monthofer
- Teresa Morgan
- David Parks Jr.
- Tim Reed
- Mark Simpson
- Jenna Sims
- Carol Weber

**Instructor Training Courses**

- KREEA Annual Meeting – 3 hours instructor training (Melanie McLane)

**Continuing Education and Post-License Education Courses**

**Building Industry Association of Greater Louisville**

Course Name- Course Number	Instructors	CE Hours	PLE Hours
<b>Financing a New Build (23576)</b>	Jeanna Ashley	1 elective	1 finance
<b>How Can I Be the Best at Selling New Construction? (23579)</b>	Paul Miele, Teresa Morgan, Mark Simpson	2 elective	2 elective
<b>How to Buy New Construction Homes that are Mostly Complete (23580)</b>	Jennifer Fields, Dave Parks	3 law, 3 elective	3 contracts, 3 elective

<b>Kentucky Construction Law (23574)</b>	Nate Fowler	3 law	3 contracts
<b>Navigating Metro Government: Planning and Zoning Construction Review (23577)</b>	Nick Pregliasco	3 law	3 elective
<b>New Home Sales and Basic Construction Knowledge (23581)</b>	Paul Miele, Mark Simpson, Carol Weber	5 elective	2 advertising, 3 elective
<b>Top 10 Questions in New Construction (23575)</b>	Dave Parks	2 elective	1 contracts, 1 elective
<b>Why Buy Investment Real Estate? (23578)</b>	Joseph Sims	1 elective	1 elective

**Kentucky Realtor Institute**

<b>Course Name- Course Number</b>	<b>Instructors</b>	<b>CE Hours</b>	<b>PLE Hours</b>
<b>Be a Tougher Target: Agent/Client Personal Protection and Crime Prevention (23584)</b>	Robert Siciliano	3 elective	1 elective, 2 risk management
<b>Do the Right Thing! The Code of Ethics and Fair Housing Two0fer! (23587)</b>	Paula Monthofer	3 elective	3 fair housing
<b>Future Proofing Your Business in Uncertain Times (23582)</b>	Jared James	3 elective	3 elective
<b>Hackers, Attackers and Thieves: Protect Your Data, Devices, and Money (23583)</b>	Robert Siciliano	3 elective	3 technology and data security
<b>How to Generate More Leads with Smart Marketing in 2022 (23586)</b>	Antoine Dupont	3 elective	3 advertising
<b>MHCBOR Orientation (23573)</b>	Pam Featherstone, Nicole Knudtson, Dennis Stilger	4 law, 4 elective	1 contracts, 1 disclosure, 1 elective, 1 fair housing, 4 risk management
<b>Real Estate Karma: Unethical, Illegal or Just Plain Rude (23585)</b>	Trista Curzyldo	3 law	1 elective, 2 risk management
<b>Tax Write Offs for the Self Employed (23588)</b>	Christopher Bird	3 law	3 finance

## Southern Indiana Realtor Association

Course Name- Course Number	Instructors	CE Hours	PLE Hours
<b>Real Estate Safety Matters: Safe Business = Smart Business</b>	Tim Reed	4 elective	4 elective

### **Continuing Education Courses**

#### KY CCIM Chapter

Course Name- Course Number	Instructors	CE Hours
<b>2022 Commercial Real Estate Tax Update (23589)</b>	Andrew Ackerman, Stephen Lukinovich	1 law

The June 2022 Continuing Education Applications were reviewed for compliance with 201 KAR 11:170 and recommended to the Commission for approval by Hannah Carlin.

Commissioner Carter made a motion to approve the list of applications. Commissioner King seconded the motion. Commissioners Disney abstained from the discussion and the vote. Remaining all in favor, motion carried.

#### Ms. Carlin presented the July 2022 licensing requests:

1. **182583:** Commissioner Carter made the motion to deny. Commissioner Simpson seconded the motion. Having all in favor, the motion carried
2. **209039:** Commissioner Carter made the motion to approve. Commissioner Disney seconded the motion. Having all in favor, the motion carried.
3. **216191:** Commissioner Sickles made the motion to deny. Commissioner Day seconded the motion. Having all in favor, the motion carried.
4. **242434:** Commissioner Carter made the motion to deny. Commissioner Disney seconded the motion. Having all in favor, the motion carried.

#### Executive Director Comments

Director Astorino welcomed everyone in attendance and asked General Counsel Cassady to introduce Rene Rogers, KREA's new staff attorney. In addition to practicing law in multiple states, Ms. Rogers also holds a real estate broker's license.

#### Committee Reports

##### **Applicant Review Committee**

Commissioner Simpson read the report of the Application Review Committee and the Committee's recommended action on each licensee:

1. To approve a probationary license with conditions for G.G.
2. To approve a probationary license with conditions for L.M.
3. To approve license application of M.S.
4. To defer license application of K.J. for further investigation.
5. To deny license application of L.K.

### **Complaint Review Committee**

Commissioner Day read the report of the Complaint Review Committee:

1. 20-C-002: Recommend deferral for further review.
2. 20-C-039: Recommend dismissal due to statute of limitations.
3. 21-C-006: Recommend deferral for further investigation.
4. 21-C-030: Recommend dismissal.
5. 21-C-033: Recommend dismissal.
6. 22-C-007: Recommend dismissal for failure to supplement.
7. 22-C-012: Recommend dismissal for failure to supplement.

### **Executive Session Legal Matters and Case Deliberations**

At 9:37 a.m. Commissioner Sickles made a motion to enter executive session, pursuant to KRS 61.810(1)(c) and (j), and KRS 61.815 to deliberate on individual adjudications and to discuss the four (5) new applications as offered by the ARC Committee and seven (7) complaints as offered by the CRC Committee.

Commissioner Disney seconded the motion and the Commission entered into executive session discussion.

### **Reconvene Open Session and Committee Recommendations**

Commissioner Simpson motioned for the Commission to come out of executive session. Commissioner Sickles seconded the motion. Commission Chair Disponett resumed the full Commission meeting at 11:01 a.m. and welcomed everyone in attendance back to the teleconference Commission meeting.

Commissioner Simpson made the motion to adopt the **Applicant Review Committee** recommendations regarding **G.G., L.M., M.S., K.J.** and **L.K.** as previously recommended to the Commission. Commissioner King seconded the motion. Having all in favor, the motion carried.

Commissioner Day made the motion to adopt the **Complaint Review Committee** items as presented to the Commission.

1. **20-C-002:** Recommend deferral for further review.
2. **20-C-039:** Recommend dismissal due to statute of limitations.
3. **21-C-006:** Recommend deferral for further investigation.
4. **21-C-030:** Recommend dismissal.
5. **22-C-007:** Recommend dismissal for failure to supplement.
6. **22-C-012:** Recommend dismissal for failure to supplement.

Commissioner Disney seconded the motion. Having all in favor, the motion carried.

### **Legal Report**

A Special meeting is scheduled for August 2, 2022 at 9:30 a.m. to review the Statement of Consideration. This meeting will address the comments and requests from to the Public Comment Hearing held earlier this month. The Statement of Consideration will need to be filed with LRC by August 15, 2022.

### **New Business**

#### **Kentucky REALTORS® Annual Convention (KYR)**

KYR has requested \$7,000 in funds for their annual Convention held September the 26<sup>th</sup>-29<sup>th</sup>, 2022, as to sponsor two speakers and two CLE Sessions. Commissioner Carter made a motion to approve KYR's request. Commissioner Simpson seconded the motion. Commissioners Disney abstained from the discussion and the vote. Remaining all in favor, motion carried.

### **Public Comment**

**Steve Smith** – Mr. Smith's license was cancelled because he failed to maintain errors and omissions insurance. He purchased his new policy one day after the old policy expired. He expressed frustration because felt he wasn't given proper notification and the opportunity to explain himself.

General Counsel Cassidy informed Mr. Smith that typically a decision is not appealable, but encouraged him to submit an additional request if he felt the Commission made their decision based on factual inaccuracies.

**Tom Cox** – Mr. Cox thanked Hannah Carlin and Terri Hulette for their hard work.

### **Approval Per Diem**

1. Commissioner Disney made a motion to approve the per diem for Commissioners Simpson and King for the July 20, 2022 ARC Meeting. Because it was teleconferenced, there were no



travel expenses. Commissioner Day seconded the motion. Having all in favor, the motion carried.

2. Commissioner King made a motion to approve the per diem for Commissioners Day and Sickles for the attendance of the July 20, 2022 Complaint Review Committee meeting. Because it was teleconferenced, there were no travel expenses. Commissioner Simpson seconded the motion. Having all in favor, the motion carried.
3. Commissioner Carter made a motion to approve the per diem for the July 21, 2022 KREC Regular meeting. Because it was teleconferenced, there were no travel expenses. Commissioner Simpson seconded the motion. Having all in favor, the motion carried.

**Meeting Adjournment**

The next KREC meeting will be August 18, 2022 at 9:00 a.m. for the regular meeting. Watch for a zoom link.


APPROVED

Commissioner Disney made a motion to adjourn the meeting. Commissioner King seconded. Meeting adjourned at 11:22 a.m.

I, Robert Astorino, Executive Director of the Kentucky Real Estate Authority, have reviewed and pursuant to KRS 324B.060, have (Approved or Disapproved) the expenditures of the Kentucky Real Estate Commission (Insert name of Board) as described in these attached minutes.

Meeting Date July 21, 2022.

I have not reviewed, nor did I participate in discussions, deliberations, or decisions regarding, the actions of the Board as it relates to individual disciplinary matters, investigations, or applicant reviews.

  
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Robert Astorino, KREA Executive Director

Date August 18, 2022