



Andy Beshear  
Governor

Jacqueline Coleman  
Lieutenant Governor

PUBLIC PROTECTION CABINET  
Kentucky Real Estate Authority  
Kentucky Real Estate Commission  
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Ray A. Perry  
SECRETARY  
DJ Wasson  
DEPUTY SECRETARY

**KENTUCKY REAL ESTATE COMMISSION  
(KREC)**

**MEETING MINUTES**

**May 16, 2024**

**9:00 a.m.**

**Mayo-Underwood Conference Room 229NE  
500 Mero Street  
Frankfort, Kentucky 40601**

**\* This meeting also occurred via Microsoft Teams video teleconference, pursuant to KRS 61.826\***

**Commission Members Present**

Commissioner Chair, Larry Disney  
Commissioner Anthony Sickles  
Commissioner Deni Hamilton  
Commissioner Anne West Butler  
Commissioner Raquel Carter

**Not in Attendance**

Commissioner Michael Plummer  
Commissioner Jennifer Brown-Day

**KREA Staff**

Tracy Carroll, Executive Director  
Gerald Florence, Deputy Executive Director  
Patrick Riley, General Counsel  
René Rogers, Staff Attorney III  
Terri Hulette, Executive Administrative Secretary  
Seth Branson, Procedures Development Specialist I  
Angie Reynolds, Board Administrator

### Call to Order and Guest Welcome

The Kentucky Real Estate Commission meeting was called to order by Commission Chair, Larry Disney, at 9:00 a.m. on **May 16, 2024**. Roll call was taken, and a quorum was present. Guests were welcomed and an introduction to staff and Commissioners were made.

### Approval of Meeting Minutes

Commissioner Hamilton made a motion to approve the **March 21, 2024**, KREC Meeting Minutes. Commissioner Butler seconded the motion. Having all in favor, motion carried.

### Kentucky Real Estate Authority Report

Kentucky Real Estate Authority Deputy Executive Director Gerald Florence introduced the Authority's new Executive Director Tracy Carroll. Dir. Carroll is a second-generation realtor with over three decades of real estate experience including practicing as a broker. Deputy Executive Director Florence also introduced the Authority's newly appointed investigator, Randy Closs, who was not in attendance due to training. Deputy Executive Director Florence reported that renewals are going very well.

Dir. Carroll stated that she looked forward to serving the Authority, in addition to working with the staff and Commission members. She thanked everyone for the opportunity.

### Education and Licensing Report

Deputy Director Florence presented the Commission the following licensing and education statistics:

#### 1. PSI Testing Statistics

##### 2024 March 1- May 1 (First Time)

Type of Exam	Passed	% Passed	Failed	% Failed	Total Exams
License Reciprocity- Broker	1		5		6
License Reciprocity- Salesperson	22		19		41
Broker- National	14		5		19
Broker- State	9		11		20
Salesperson- National	217		108		325
Salesperson- State	190		135		325
<b>TOTAL</b>	<b>453</b>	<b>62.13</b>	<b>283</b>	<b>38.82</b>	<b>729</b>

##### 2024 March 1- May 1 (Repeat)

Type of Exam	Passed	% Passed	Failed	% Failed	Total Exams
License Reciprocity- Broker	3		3		6
License Reciprocity- Salesperson	16		12		28
Broker- National	5		4		9
Broker- State	10		8		18
Salesperson- National	76		191		267
Salesperson- State	110		154		264
<b>TOTAL</b>	<b>220</b>	<b>37.16</b>	<b>372</b>	<b>62.83</b>	<b>592</b>

**2024 (Cumulative)**

<b>Type of Exam</b>	<b>Passed</b>	<b>% Passed</b>	<b>Failed</b>	<b>% Failed</b>	<b>Total Exams</b>
License Reciprocity-Broker	6		8		14
License Reciprocity-Salesperson	31		38		69
Broker- National	24		10		34
Broker- State	12		23		35
Salesperson- National	388		206		594
Salesperson- State	339		255		594
<b>TOTAL</b>	<b>800</b>	<b>59.70</b>	<b>540</b>	<b>40.29</b>	<b>1,340</b>

**2. Licensing Statistics**

**As of May 2024**

<b>Type</b>	<b>Active</b>	<b>Inactive</b>	<b>TOTAL</b>
Sales Associate	12,439	3,468	15,907
Broker	3,448	492	3,940
<b>TOTAL</b>	<b>15,887</b>	<b>3,960</b>	<b>19,847</b>

At this time, Seth Branson reported the following educational requests:

**Instructors**

- a) M.N.
- b) C.A.
- c) J.W.

**Continuing Education & Post-Licensing Education Courses**

**McKissock**

- i) Fair Housing Laws and Compliance
  - (1) Instructor(s): Robert Fleck
  - (2) Core Hours: 2
- ii) Serving Generational Clients
  - (1) Instructor(s): Robert Fleck
  - (2) CE Hours: 3

**Kentucky Realtor Institute**

- i) The Real Estate Pro's Guide to Valuation Methods
  - (1) Instructor(s): Josh Cadillac
  - (2) CE Hours: 3
  - (3) PLE Hours: 3 Electives
- ii) Buyers Agent Bootcamp
  - (1) Instructor(s): Josh Cadillac
  - (2) CE Hours: 3
  - (3) PLE Hours: 1 Electives, 1 Advertising, 1 Agency

- iii) Build your business with Extraordinary Customer Service
  - (1) Instructor(s): Josh Cadillac
  - (2) CE Hours: 3
  - (3) PLE Hours: 3 Electives

**Southern Indiana REALTORS Association**

- i) Communication and Cooperation
  - (1) Instructor(s): Cora Henderson
  - (2) PLE Hours: 3 Electives
- ii) Bias Override: Overcoming Barriers to Fair Housing
  - (1) Instructor(s): Monia Newbauer
  - (2) Broker Electives/ NAR Designations: 3
  - (3) CE Law: 3
  - (4) PLE Hours: 3 Fair Housing

**Kaplan**

- i) 2022/2024 Association Ethics V1.0
  - (1) Instructor(s): Ted Highland
  - (2) PLE Hours: 4 Electives
- ii) The Tiny House: Is it a Phase or craze? Online Video Course V2.0
  - (1) Instructor(s): Ted Highland
  - (2) PLE Hours: 4 Electives

**Bluegrass Realtors**

- i) Mastering the DOJ Dilemma of Buyer Representation
  - (1) Instructor(s): Jonah Mitchell
  - (2) CE Law: 3
  - (3) PLE Hours: 3
- ii) How AI is Transforming Real Estate
  - (1) Instructor(s): Craig Grant
  - (2) CE Law: 3
  - (3) PLE Hours: 3 Technology & Data Security
- iii) Fiscal Fitness-Your Road Map to Personal Wealth
  - (1) Instructor(s): Amy Chorew
  - (2) CE Hours: 3

**JSAT Enterprises**

- i) LLC - Understanding Home Inspections part
  - (1) Instructor(s): Jeremy Whetstone
  - (2) CE Hours: 3

**Instructor Training Course**

**Kentucky Realtor Institute**

- i) IDW: AI-Enables Excellence: Strategies for Instructors to Create and Deliver Outstanding Classes
  - (1) Instructor(s): Chris Abazis

## **2 My Classes LLC**

### **i) IDW-GAPE Principles**

(1) Instructor(s): Joyce Bea Sterling & Steve Bagby

Commissioner Carter made a motion to approve the education applications as presented by Mr. Branson. Commissioner Sickles seconded the motion. Commissioner Disney abstained from the discussion and the vote. Remaining all in favor, motion carried.

## **Legal Report**

General Counsel Patrick Riley reintroduced Dir. Carroll, he thanked her for her leadership and encouraged the Commissioners to reach out to her anytime. Mr. Riley emphasized Dir. Carroll's responsive nature and her great listening skills. He also thanked staff of doing an outstanding job in helping to streamline processes and being proactive about the future.

## **Committee Reports**

### **Applicant Review Committee (ARC)**

Commissioner Sickles presented the following recommendation of the **ARC**:

1. Recommend approval of **A.W.**
2. Recommend approval of **B.M.**
3. Recommend a 1-year probation license for **J.B.**
4. Recommend approval of **M.R.**
5. Recommend further investigation for **S.M.**
6. Recommend approval of **S.D.**

### **Complaint Screening Committee (CSC)**

Commissioner Carter presented the following recommendation of the **CSC**:

1. **21-C-037** – Recommend to allow legal counsel to follow up with and contact Respondent's attorney to ascertain the status of the outside litigation matter and to recommend this matter for investigation.
2. **21-C-059** – Recommend to dismiss.
3. **RE Re KREC (quasi-) Complaints** – recommend for further investigation.

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

At 9:21 a.m., Commissioner Carter moved to enter closed session, pursuant to, KRS 61.815 and KRS 61.810(1)(c) and (j), with board staff and counsel, to discuss proposed or pending litigation and deliberate on individual adjudications in the items as listed in the above-listed committee reports and/or the following matters: Applicant and licensee requests of D.W., C.S., A.D., A.P., S.W., and M.L. as presented; and, Commissioner seconded the motion and the Commission Sickles entered into closed session.

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

Commissioner Butler moved for the Commission to come out of closed session. Commissioner Sickles seconded the motion. The motion carried. Commission Chair Disney resumed the full Commission meeting at 10:18 a.m. and welcomed everyone in attendance back to the Commission meeting.

### **Applicant Review Committee (ARC)**

Commissioner Sickles moved to adopt the **Applicant Review Committee** full recommendations as presented to the Commission, and recited the recommendations as listed above in these minutes. Commissioner Butler seconded the motion. Having all in favor, motion carried

### **Complaints Screening Committee (CSC)**

1. **21-C-037** – Commissioner Carter moved to authorize legal counsel to follow up with and contact the Respondent’s attorney to ascertain the status of the outside litigation matter, in addition to recommending this matter for investigation, if needed. Commissioner Butler seconded the motion. Having all in favor, the motion carried.
2. **21-C-059** – Commissioner Carter moved to dismiss the complaint. Commissioner Butler seconded the motion. Having all in favor, the motion carried.
3. **RE Re KREC (quasi-) Complaints** – Commissioner Carter moved for no further action to be taken regarding the requests in the email. Commissioner Butler seconded the motion. Having all in favor, the motion carried.

### **Applicant and Licensee Requests**

1. **In Re: Application of D.W.:** Commissioner Carter made a motion to deny the request. Commissioner Butler seconded the motion. Having all in favor, the motion carried.
2. **In Re: Application of C.S.:** Commissioner Carter made a motion to deny the request. Commissioner Butler seconded the motion. Having all in favor, the motion carried.
3. **In Re: Application of A.D.:** Commissioner Carter made a motion to deny the request. Commissioner Butler seconded the motion. Having all in favor, the motion carried.
4. **In Re: Application of A.P.:** Commissioner Carter made a motion to deny the request. Commissioner Butler seconded the motion. Having all in favor, the motion carried.
5. **In Re: Education of S.W.:** Commissioner Carter made a motion to deny the request. Commissioner Butler seconded the motion. Having all in favor, the motion carried.
6. **In Re: Education of M.L.:** Commissioner Carter made a motion to deny the request. Commissioner Butler seconded the motion. Having all in favor, the motion carried.

Deputy Executive Director Florence reported that staff is currently gathering information and reviewing the process for possibly sharing non-protected information regarding licensees status and reporting as per the requests of the Bluegrass Realtors Association (BGR) and Greater Louisville Association of Realtors (GLAR). He asked that this discussion be added to the June meeting agenda.

### **New Business**

No new business at this time.

**Approval Per Diem**

1. Commissioner Carter made a motion to approve the per diem and travel expenses for the May 14, 2024, ARC Meeting for Commissioner Sickles and Commission Day. Commissioner Butler seconded the motion. Having all in favor, the motion carried.
2. Commissioner Sickles made a motion to approve the per diem and travel expenses for the May 14, 2024, CSC Meeting for Commissioner Carter and Commission Hamilton. Commissioner Butler seconded the motion. Having all in favor, the motion carried.
3. Commissioner Carter made a motion to approve the per diem and travel expenses for the May 16, 2024, KREC Regular meeting. Commissioner Sickles seconded the motion. Having all in favor, the motion carried.

**Meeting Adjournment**

Chairman Disney made a motion to adjourn the meeting. Commissioner Hamilton seconded. With all in favor, the meeting adjourned at 10:28 a.m.

**Next Meeting**

The next Commission meeting will be Thursday, June 20, 2024 at 9:00 a.m.

APPROVED

Pursuant to KRS 324B.060, I, Tracy W. Carroll,  
for the Kentucky Real Estate Authority (KREA),  
have reviewed and Approved the expenditures for the meeting of the  
Kentucky Real Estate Commission (the Commission) held on  
May 16, 2024. This Approval is based upon my review of the expenditures as  
described in the minutes and in greater detail as on file with the KREA. I did  
not review, nor did I participate in discussions, deliberations, or decisions  
regarding the actions taken by the Commission at this meeting related to  
individual disciplinary matters, investigations, or applicant reviews.  
The Commission approved the minutes of its meeting at its meeting held on  
June 20, 2024

Tracy W. Carroll

Date: 8/5/24