



COMMONWEALTH of VIRGINIA
Department of Professional and Occupational Regulation

Glenn A. Youngkin
Governor

G. Bryan Slater
Secretary of Labor

Demetrios J. Melis
Director

VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, July 20, 2022, at 2:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Nan Piland, Committee Chair
David Perry, Board Member
Kemper Funkhouser, Board Member

Department Staff Members present: Christine Martine, Executive Director
Mia Quimpo, Licensing Specialist
Janice Toole, Licensing Specialist

Ms. Piland called the meeting to order at 2:14 p.m.

A motion was made to approve the agenda. The Committee approved it unanimously.

Public Comment

None

Discussion Items

The committee discussed the new Approved CE/PLE Instructor Education Provider worksheet. A request was made to put the names on the worksheet in alphabetical order. Staff will work on implementing this request.

The committee welcomed Kemper Funkhouser to its membership. Mr. Funkhouser gave a brief introduction.

Real Estate Education Applications

The following applications were recommended for approval without stipulation, unless otherwise noted:

I. Proprietary School Applications

1. 0211001332 - Mit Berkeley Consulting Group, LLC. (MBCG LLC). Fairfax, VA.
Contact Person: Charlie Chi
2. 0211001324 – Continuing Educational Services, Broadview, OH
Contact Person: Khash Saghafi

3. 0211001195 – SWBC Mortgage Corporation, San Antonio, TX
Contact Person: Tamara Tapman
4. 0211001334 - Professional Land Sales LLC. Dba/Exit Realty Expertise King
George, VA. Contact Person: Gary Butler
5. 0211001335 Home Warranty Of The Midwest Inc. Rock Rapids, IA
Contact Person: Jane Freidinger

II. Post-License and Continuing Education Course Applications

A. Original Post-License and Continuing Education Course Applications, Approved Schools:

1. 0214027363 2022 New Laws, 1 hour Legal Updates, VAR
2. 0214027366 What You Need To Know About Survey, 1 hour Real Estate Related, Safe Harbor Title Company
3. 0214027367- 0214027368 Radon Basics and Measurement in Homes, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, TSVAR
4. 0214027376 – 0214027377 The REALTORS® Code of Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE), Piedmont School of Real Estate
5. 0214027380 – 0214027381 Conquering Contract Contingencies, 3 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, RAR
6. 0214027382 – 0214027383 Finance Fundamentals, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, RAR
7. 0214027384 Houses: From the Ground Up Online Video Course v3.0 (On-line), 8 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com - **The Committee recommended this course be denied due to out of date course materials.**
8. 0214027385 Virginia Broker Supervision (On-line), 2 hours Broker Supervision, Real University, Inc.
9. 0214027386 FEMA, Flood Zones, and NFIP (On-line), 1 hour Legal Updates, Real University, Inc.
10. 0214027387 Code of Ethics (On-line), 3 hours of Ethics and Standards of Conduct, Real University, Inc. - **The Committee recommended this course be denied due to out of date course materials.**
11. 0214027388 Brokerage Operations in VA (On-line), 2 hours Broker Management, Real University, Inc. - **The Committee recommended this course be denied due to the course materials not including Virginia specific information.**
12. 0214027389 RE Law of Agency Buying/Selling Agents (On-line), 1 hour Real Estate Agency, Real University, Inc.
13. 0214027390 Contracts, Sales, and Purchase Agreements (On-line), 1 hour Real Estate Contracts, Real University, Inc.
14. 0214027391 Implicit Bias Awareness and Cultural Competency (On-line), 4 hours Real Estate Related, McKissock, LP

15. 0214027392 Environmental Issues in Your Real Estate Practice v6.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
16. 0214027393 Brokerage Operations in Virginia (On-line), 4 hours Broker Management, Real University, Inc.
17. 0214027394 Discrimination/Harassment/Hoarding/Current (On-line), 2 hours Fair Housing, Real University, Inc. - **The Committee recommended this course be denied due to the course materials not including Virginia Fair Housing Law.**
18. 0214027395 Broker Supervision Requirements, 2 hours Broker Supervision, Peninsula Real Estate School
19. 0214027401 Broker Supervision, 2 hours Broker Supervision, Shenandoah Valley Training Center
20. 0214027402 Broker Management/Agent Supervision, 6 hours Broker Management, Peninsula Real Estate School - **The Committee recommended this course be denied due to out of date course materials.**
21. 0214027405 – 0214027406 The Realtor’s Code of Ethics, 3 hours of Ethics (CE/PLE), Montague Miller RE Academy
22. 0214027407 Fairhaven Training (On-line), 1 hour Real Estate Related, VAR
23. 0214027408 – 0214027409 Home Inspection and MORE! 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
24. 0214027413 – 0214027414 Bias Override, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
25. 0214027415 – 0214027416 Advising Sellers, Staying Sane, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
26. 0214027417 Pre and Post Settlement Occupancy Agreements, 1 hour Real Estate Contracts, Double Eagle Title Academy
27. 0214027418 The Earnest Money Deposit & Related Issues, 1 hour Real Estate Contracts, Double Eagle Title Academy
28. 0214027422 Deconstructing the CVR MLS Purchase Agreement, 3 hours Real Estate Contracts, RAR
29. 0214027423 Constructing an Airtight Contract, 3 hours Real Estate Contracts, RAR
30. 0214027424 – 0214027425 Contract Workshop, 6 hours Contracts (CE or PLE), RAR
31. 0214027426 – 0214027427 Affordable Housing Opportunities, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
32. 0214027428 Encumbrances, Judgments & Liens, 2 hours Real Estate Related, Provident School Of Real Estate
33. 0214027429 Legal Updates to include Flood Insurance, 2 hours Legal Updates, Provident School of Real Estate
34. 0214027430 Basics of Title Insurance, 2 hours Real Estate Related, Provident School of Real Estate
35. 0214027431 1031 Tax Deferred Exchange, 1 hour Real Estate Related, Provident School of Real Estate
36. 0214027434 Avoiding Costly Mistakes in Your Real Estate Career (On-line), 4 hours Real Estate Related, WebCE, Inc.

37. 0214027435 – 0214027436 – Advertising, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, VAR
38. 0214027437 Selling More Rural Development Financed Homes, 1 hour Real Estate Related, VAR
39. 0214027438 Ethics and Standards of Conduct (Correspondence), 3 hours Ethics & Standards of Conduct, Moseley Real Estate Schools, Inc. - **The Committee recommended this course be denied due to out of date course materials.**
40. 0214027439 – 0214027440 Overcoming Barriers to Fair Housing, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
41. 0214027441 – 0214027442 SRS: Seller Representative Specialist, 3 hours Ethics & Standards of Conduct or 2 hours Current Industry Issues and Trends, DAAR
42. 0214027443 – 0214027444 ABR: Accredited Buyer’s Representative, 3 hours Ethics & Standards of Conduct or 2 hours Current Industry Issues and Trends, DAAR
43. 0214027445 – 0214027446 Home Finance Resource, 6 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
44. 0214027447 Interest Rates, 1 hour Real Estate Related, FAAR
45. 0214027448 Legislative Updates 2022, 1 hour Legal Updates, RAR
46. 0214027449 Legislative Updates 2022, 1 hour Broker Management, RAR
47. 0214027450 Broker Workshop- Legislative and Legal Update, 2 hours Broker Management, RAR
48. 0214027451 Broker Workshop- Legislative and Legal Update, 2 hours Legal Updates, RAR
49. 0214027500 – 0214027501 – VA Fair Housing Update, 2 hours Fair Housing (CE or PLE), Future Law II, LLC

B. Original Post-License and Continuing Education Course Applications, Pending Schools:

1. 0214027452 – 0214027453 VA Boot Camp, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, SWBC Mortgage Corp.
2. 0214027474 The Insider’s Guide to Home Warranties, 3 hours Real Estate Related, Home Warranty of the Midwest, Inc. **The Committee recommended this course be approved for only one (1) hour Real Estate Related.**

III. Pre-License Education Instructors

1. 0230001683 – Jennifer McCray – Experience and Professional Designation (Principles, Law, Brokerage, Finance, and Appraisal)
2. 0230001684 – Alex Uminski – Experience and Professional Designation (Appraisal)
3. 0230001685 – Rebecca Morgan - Professional Designation and Teaching Credential or Certificate (Principles)
4. 0230001687- James E. Parrish – Education and Teaching Credential/Certificate (Principles)
5. 0230001688 – Conor Breen – Experience and Waiver (Principles)

6. 0230001689 – David Piatek – Teaching Credential/Certificate and Waiver (Principles, and Finance)
7. 0230001690 – Arthur Trexler - Experience and Waiver (Principles, Appraisal, Finance, Brokerage, and Law))
8. 0230001682 – Aubrey Macon Kenney – Experience and Waiver (Principles)
9. 0230001691 - Robert Warren Baird - Experience and Waiver (Principles) - **The Committee recommended this instructor be denied due to failure to provide proof of experience as required.**

IV. Pre-License Education Courses

1. 0214027373 - 45-hours Broker Real Estate Law (Classroom), TSVAR
2. 0214027374 - 45-hours Broker Essentials of Real Estate Finance (Classroom), TSVAR
3. 0214027375 - 45-hours Broker Real Estate Brokerage (Classroom), TSVAR
4. 0214027404 – 60-hours Principles and Practices of Real Estate (Virtual Classroom), PDH Academy LLC.
5. 0214027403 - 60-hours Principles and Practices of Real Estate (Virtual Classroom), MBCG LLC.
6. 0214027411 - 60-hours Principles and Practices of Real Estate (Classroom), Weichert Real Estate School
7. 0214027412 – 45-hours Broker Real Estate Appraisal (Classroom), SVAR
8. 0214027473 - 60-hours Principles and Practices of Real Estate (Classroom), Professional Land Sales LLC. dba/Exit Realty Expertise

V. Post-License and Continuing Education Instructor Approval Applications

1. Jeremy Carroll Talbott
2. Dakia Khadijah Knight
3. Patricia Messina Young
The Committee recommended this applicant be denied due to failure to provide proof of expertise.
4. David Wade Cropper
The Committee recommended this applicant for approval under all requested categories except Investment and Real Estate Economics.
5. Brianne Elaine Paugh
The Committee recommended this applicant for approval under all requested categories except Commercial Real Estate and Other.
6. Amanda Dawn Elrod
The Committee recommended this applicant for approval under all requested categories except Investment and Current Industry Issues and Trends.
7. Matthew W. Reagan
8. Rebecca C. Morgan
9. **The Committee recommended this applicant be denied due to failure to provide proof of expertise.**
10. Januari M. Coates

The Committee recommended this applicant for approval under all requested categories except Current Industry Issues and Trends and Other.

11. David Stanley Piatek

12. Mona Wilcox

The Committee recommended this applicant for approval under all requested categories except Ethics and Standards of Conduct, Finance, Investment, Broker Management/Agent Supervision, Broker Supervision Requirements, Real Property Management, and Commercial Real Estate.

13. Charlsie Jean Barbrow

14. Stuart W. Nesbitt

The Committee recommended this applicant for approval under all requested categories except Current Industry Issues and Trends and Real Estate Economics.

15. Lisa L. Langlais

16. Louis Cironi

The Committee recommended this applicant for approval under all requested categories except Land Use, Business Law, and Real Estate Economics.

17. Bryon Keith Roth

The Committee recommended this applicant for approval under the Fair Housing, Real Estate Law and Board Regulations, Ethics and Standards of Conduct, Agency Law, Contracts, Escrow, Finance, Title, Risk Management, Broker Management/Agent Supervision, Broker Supervision Requirements, and Regulatory Statutes categories, but no more.

18. Leroy (Lee) Francis Blades III

19. Michael Joseph Mele

20. Brian Lee Woods

The Committee recommended this applicant for approval under the Fair Housing, Real Estate Law and Board Regulations, Ethics and Standards of Conduct, Agency Law, Contracts, Escrow, Title, Investment, Risk Management, Broker Management/Agent Supervision, Broker Supervision Requirements, and Regulatory Statutes categories, but no more.

21. Pamela Michelle Rathbone

The Committee recommended this applicant for approval under the Contracts, Escrow, Finance, Title, Business Law, and Federal Real Estate Law categories, but no more.

22. Tamara Tapman

23. Sara Mendez Rodriguez

The Committee recommended this applicant for approval under all requested categories except Fair Housing, Ethics and Standards of Conduct, and Investment.

24. Jovan Burton

25. Stephanie N. D'Adamo-Damery

26. Tiffany Serenity Haynes

27. Matthew N. Cockerham

The Committee recommended this applicant for approval under all requested categories except Current Industry Issues and Trends, Real Estate Economics, and Environmental Issues Impacting Real Estate.

28. Linda A. Martin
29. Thomas Lyle Campbell
30. Brenda Kasuva
31. Laura Pate Rodier
32. Doug Noll
33. Suzanne E. Murphy
34. Graham Charles Pruitt

New Business – None.

The meeting adjourned at 3:50 p.m.