



COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

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VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, January 17, 2024, at 12:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Nancy Piland, Committee Chair
Joseph 'Kemper' Funkhouser, III, Board Member
Kermit 'Kit' Hale, Board Member (left at 3:43pm)

Department Staff Members present: Stephen Kirschner, Deputy Director
Anika Coleman, Executive Director
Gezelle Glasgow, Administrative Coordinator
Mia Quimpo, Licensing Specialist
Janice Toole, Licensing Specialist

Ms. Piland called the meeting to order at 12:01pm.

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

Public Comment

None.

Certification

Mr. Kirschner asked Mr. Hale, owner of a MKB Real Estate School and Mr. Funkhouser, a Pre-license education instructor, for the record, are they capable of reviewing the applications fairly and objectively as a result of conflicts of interests. Mr. Hale and Mr. Funkhouser both stated, yes for the record.

Discussion Items

Mr. Kirschner addressed the Committee with a proposal for a new approach for Real Estate Education applications to be reviewed. Schools would submit curriculum to Board staff, Board staff would review curriculum for completion, applications would be assigned for deficiency review, the reviewer would make Board staff aware of any deficiencies, once resolved the course can be approved. Applications with continuous deficiencies will go to the full Board for a decision. After a lengthy discussion, the Committee agreed to bring this item to the Real Estate Board for further discussion.

The committee discussed changing course hours (REMI School of Real Estate) from 3 to 2 at the last meeting. Committee would like to have all elective courses of any topic be 2 hours. Committee in consensus agreed to allow the 3 hours.

The committee also discussed a staging appeal letter from Real Estate Staging Association and after lengthy discussion that the material is outside of laws and regulations of Real Estate.

Real Estate Education Applications

The following applications were recommended for approvals:

- A. **Two** proprietary school applications were reviewed. The Committee recommended 1 of these applications for approval by the Board. 1 of the 2 applications were deficient: approval contingent on completion of application.
- B. **One-hundred and two** post-license and continuing education course applications were reviewed, of which:

102 original applications for post-license and continuing education courses offered by approved schools were considered. The Committee recommended 96 of these applications for approval by the Board. 6 of the 102 applications were deficient. Mr. Hale recused himself for items 47- 54 and 62.
- C. **Zero** original post-license and continuing education course applications, pending schools were considered.
- D. **Six** pre-license instructor applications were considered. The Committee recommended 2 of these applications for approval by the Board. 4 of the 6 applications were deficient in providing enough proof of experience or professional designations.
- E. **Twenty-six** pre-license education course applications offered by an approved school were reviewed. Mr. Funkhouser recused himself for item 15 and Mr. Hale recused himself for items 19-22. The Committee recommended 24 of these applications for approval by the Board. 2 of the 24 applications were deficient in course material.
- F. **Twenty-three** post-license and continuing education instructor approval applications were reviewed. The Committee recommended 22 of these applications for approval by the Board. 1 of the 23 applications were deficient in providing proof of experience.

New Business

Ms. Coleman revisited the proposal Mr. Kirschner suggested to the Committee. Ms. Coleman expounded on the topic that if an application is received and is still insufficient, it will go before the Board for denial. The Committee addressed specific stipulations will be needed to determine how many times will deficient application be received. Schools of the audience provided their input on having transparency to attend education committee meetings. The Committee will wait until March to make changes to process.

A representative from Moseley Flint School, informed the Committee that the school experienced a lot of issues with the applications being denied; would like to have an explanation as to why it was denied.

The meeting adjourned at 4:41 p.m.