



COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

Glenn A. Youngkin
Governor

G. Bryan Slater
Secretary of Labor

Kishore S. Thota
Director

Brian P. Wolford
Chief Deputy Director

VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, May 15, 2024, at 12:08 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
David Perry, Board Member (departed at 1:18 PM)

Department Staff Members present:

Anika Coleman, Executive Director
Breanne Lindsey, Regulatory Operations Administrator
Gezelle Glasgow, Administrative Coordinator
Mia Quimpo, Licensing Specialist
Janice Toole, Licensing Specialist

Ms. Piland called the meeting to order at 12:08pm.

A motion was made by Mr. Funkhouser to approve the amended agenda to include a public comment, Helen Tucker; discuss WebCE, Inc, using "certified" in course title; and reviewing Alexander Michael Dunton's application. Mr. Hale seconded the motion, which was unanimously approved by members, Funkhouser, Hale, Perry, and Piland.

Public Comment

Helen Tucker addressed the Committee regarding her application to be a Real Estate Pre-license Education Instructor. Ms. Tucker provided the Committee with proof of experience. The Committee approved Ms. Tucker's application.

Discussion Items

The Committee discussed WebCE, Inc using "certified" in the title of the course. The Committee approved the course as "WebCE certified RE Negotiator".

The Committee discussed Alexander Michael Dunton's Post-License and Continuing Education Instructor application. The Committee approved Mr. Dunton's application.

Real Estate Education Applications

The following applications were recommended for approvals:

I. Proprietary School Applications

1. 0211001368 - Kedron A. Springer. PC. dba: CrossSpring Real Estate Education – Chesapeake, VA
Contact Person: Kedron A. Springer
2. 0211001369 - Cohesive Title, LLC Virginia Beach, Va
Contact Person: Alexander Dunton
3. 0211001370 - Glorified Realty Group, LLC Chantilly, Va.
Contact Person: Garrett Baker **The Committee found this application to be deficient.**

II. Post-License and Continuing Education Course Applications

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

1. 0214029362 - Understanding Credit and Improving Credit Scores: What You Need to Know V4.0, 3 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
2. 0214029365 – Do's & Don'ts of Deeds & Legal Descriptions, 1-hour Real Estate Related, FNTIC
3. 0214029366 – 30 hours Post Licensing Course (Online), 2 hours Fair Housing, 3 hours Ethics, 6 hours Real Estate Law and Board Regulations, 2 hours Current Industry Issues and Trends, 3 hours VA Agency Law, 6 hours Contract Writing, 3 hours Risk Management, 3 hours Escrow Requirements, and 2 hours Real Estate Finance, Queen Academy of Real Estate **The Committee found this application to be deficient.**
4. 0214029367 - 30 hours Post Licensing Course (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 6 hours Real Estate Law and Board Regulations, 2 hours Current Industry Issues and Trends, 3 hours VA Agency Law, 6 hours Contract Writing, 3 hours Risk Management, 3 hours Escrow Requirements, and 2 hours Real Estate Finance, Queen Academy of Real Estate **The Committee found this application to be deficient.**
5. 0214029369 / 0214029370 – Ethics, 3 hours Ethics (CE or PLE), FAAR
6. 0214029371 – Contracts, 3 hours Real Estate Contracts, FAAR
7. 0214029372 / 0214029373 – Advertising Regulations, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
8. 0214029374 / 0214029375 – Escrow, 3 hours Real Estate Related or 3 hours Escrow Requirements, FAAR **The Committee found this application to be deficient.**
9. 0214029376 / 0214029377 – Risk Management, 3 hours Real Estate Related or 3 hours Risk Management, FAAR
10. 0214029378 / 0214029379 – Finance, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, FAAR
11. 0214029380 – Contract Writing, 6 hours Contract Writing, FAAR
12. 0214029381 / 0214029382 – Real Estate Law and Regulations, 2 hours Legal Updates, and 4 hours Real Estate Related or 6 hours Real Estate Law and Board Regulations, FAAR

13. 0214029385 - The Importance of House Location Surveys, 1-hour Real Estate Related, Dominion Surveyors Inc.
14. 0214029386 - 0214029387 - Legal Updates w-Flood Content Course, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, CVSRE
15. 0214029390 - 0214029391 - What Lies Beneath Digging Up the Facts About Underground Oil Tanks, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, The Southside Virginia Association of REALTORS
16. 0214029394 - Top 10 Questions to Ask All Parties Prior to Settlement, 1- hour Real Estate Related, Westcor Land Title Insurance Company
17. 0214029395 – Agency Practices in Virginia, 1-hour Real Estate Related, Class Act RE Educ. Center
18. 0214029396 - Salesperson CE Courses for Renewal, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Kirks Institute **(This course was reviewed at the March meeting and was missing updated Fair Housing laws, the re-sale certificate information and updating current Va laws.) The Committee found this application to be deficient.**
19. 0214029397 – Escrow Do's and Don'ts, 3 hours Real Estate Related, Class Act RE Educ. Center
20. 0214029398 – Managing Your Brokerage Firm, 8 hours Real Estate Related, Class Act RE Educ. Center
21. 0214029399 – Understanding Contracts vs Offers, 1-hour Real Estate Related, Class Act RE Educ. Center
22. 0214029400 / 0214029401 - Virginia Agency Law, 2 hours Real Estate Agency and 1 hour of Real Estate Related or 3 hours VA Agency Law, CVSRE
23. 0214029402 - Buyer's Agency Representation (On-line), 2 hours Real Estate Agency, REAL University, Inc. **The Committee found this application to be deficient.**
24. 0214029403 - Escrow Account and How to Manage It (On-line), 3 hours Real Estate Related, REAL University, Inc. **The Committee found this application to be deficient.**
25. 0214029404 - What Are the Types of Deeds Used to Convey Title in Real Estate (On-line), 2 hours of Real Estate Related, REAL University, Inc. **The Committee found this application to be deficient.**
26. 0214029405 - Zoning and Housing 101, 1-hour Real Estate Related, RAR
27. 0214029406 / 0214029407 - Successfully Selling HUD Homes, 1-hour Real Estate Contracts and 1-hour Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
28. 0214029408 - Successfully Selling HUD Homes, 2 hours Broker Management, RAR
29. 0214029409 / 0214029410 - Elder Law Real Estate Transactions, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
30. 0214029414 - Leverage your Listings with a Home Warranty, 1-hour Real Estate Related, First American Home Warranty
31. 0214029415 - Risk Reduction with a Home Warranty, 1-hour Real Estate Related, First American Home Warranty
32. 0214029422 – The AI Empowered Agent, 1-hour Real Estate Related, FNTIC **The Committee found this application to be deficient.**
33. 0214029423 – Understanding Your Ethical Obligations, 3 hours Real Estate Related, Class Act Real Estate Education Center Inc.
34. 0214028985 – Risk Management (PLE), 3 hours Risk Management, HPDS

35. 0214029425 / 0214029426 - Property Management Pitfalls, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRA
36. 0214029428 / 0214029429 - Short Sale and Foreclosure Resource, 7 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
37. 0214029430 - Broker Management, 6 hours Broker Management, Moseley Real Estate Schools. Inc.
38. 0214029431 - Silver Divorce, 1-hour Real Estate Related, Piedmont School of Real Estate
39. 0214029432 - Reverse Mortgage, -hour Real Estate Related, Piedmont School of Real Estate
40. 0214029433 - Think before You Act- Risk Management, 2 hours Real Estate Related, Class Act Real Estate Education Center
41. 0214029434 - Agency & Ethics, 3 hours Ethics, and 2 hours Real Estate Related, NVAR **The Committee found this application to be deficient.**
42. 0214029435 – Agency, Ethical & An In-Dept Look at VA Contracts, 3 hours Ethics, 2 hours Real Estate Agency, and 3 hours Real Estate Related, NVAR
43. 0214029436 – Fair Housing, Legal Updates, and Contracts, 2 hours Fair Housing, 2 hours Legal Updates, and 2 hours Contracts, NVAR
44. 0214029437 – Fair Housing, Legal Updates and Adv. Residential Financing, 2 hours Fair Housing, 2 hours Legal Updates, 2 hours Real Estate Contracts, and 2 hours Real Estate Related, NVAR
45. 0214029438 / 0214029439 - Selling the Sun, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CVSRE
46. 0214028983 / 0214028984 – Contract Writing, 1-hour Real Estate Contracts and 5 hours Real Estate Related or 6 hours Contract Writing, HPDS **The Committee found this application to be deficient.**
47. 0214029441 - Real Estate Economics (Correspondence), 3 hours Real Estate Related, Moseley Real Estate Schools. Inc.
48. 0214029442 - Virginia Real Estate Law Refresh (Correspondence), 3 hours Real Estate Related, Moseley Real Estate Schools. Inc.
49. 0214029443 - Agency, Contracts, & Legal Updates (Correspondence), 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Moseley Real Estate Schools, Inc.
50. 0214029444 – Fair Housing (Correspondence), 2 hours Fair Housing, Moseley Real Estate School
51. 0214029445 - Marketing Concerns for VA Agents (Correspondence), 2 hours Fair Housing, Moseley Real Estate School
52. 0214029446 - Ethics & Standards of Conduct (Correspondence), 3 hours Ethics and Standards of Conduct, Moseley Real Estate School
53. 0214029447 - VA Salesperson Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, and 8 hours Real Estate Related, Moseley Real Estate School
54. 0214029448 / 0214029449 - Common Environmental Concerns, 3 hours Real Estate Related, and 3 hours Risk Management, Piedmont School of Real Estate
55. 0214029450 - VA Broker Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, 8 hours Real Estate Related, 6 hours Broker Management and 2 hours Broker Supervision, Moseley Real Estate School
56. 0214029451 – Broker Supervision (Correspondence), 2 hours Broker Supervision, Moseley Real Estate School

57. 0214029452 - Contract Writing (On-line), 6 hours Contract Writing, MLS Campus Inc.
58. 0214029454 / 0214029455 - A Synopsis of Real Estate Financing, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, William E Wood
59. 0214029457 - Fair Housing Then and Now, 2 hours Real Estate Related, Class Act Real Estate Education Center Inc.
60. 0214029458 – Historic Home Specialist, 8 hours Real Estate Related, Queen Academy of Real Estate
61. 0214029459 – 16 Hour CE Package (Online), 2 hours Fair Housing, 3 hours Ethics, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, 1-hour Legal Updates, and 8 hours Real Estate Related, Queen Academy of Real Estate
62. 0214029460 - 16 Hour CE Package (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, 1-hour Legal Updates, and 8 hours Real Estate Related, Queen Academy of Real Estate
63. 0214029461 - Pre-Approval Process, 1-hour Real Estate Related, Titan Title LLC.
64. 0214029162 – First Time Homebuyer, 1-hour Real Estate Related, Titan Title, LLC.
65. 0214029163 – FHA, 1-hour Real Estate Related, Titan Title, LLC.

B. Original Post-License and Continuing Education Course Applications, Pending Schools:
None.

III. Pre-License Education Instructors

1. 0230001735 – John Mayfield – Professional Designation and DREI, (Principles, Brokerage, Appraisal, Finance, and Law)
2. 0230001737 - Charles Demetrius Edmond – Experience and Waiver (Principles, Brokerage, Appraisal, Finance, and Law)
3. 0230001738 – Abby Fitzsimmons – Broker and Designation (Principles, Brokerage, Appraisal, Finance, and Law)
4. 023001739 – Merouane Remmouche- Broker and Professional Designation (Principles, Brokerage, Appraisal, Finance, and Law)

IV. Pre-License Education Courses

1. 0214029413 – 60 Hours Principles and Practices of Real Estate (On-line), Mayfield Real Estate Inc. dba: Global Real Estate School
2. 0214029416 – 60 Hours Principles and Practices of Real Estate (Classroom), Solutions Realty Group **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
3. 0214029424 - 60 Hours Principles and Practices of Real Estate (On-line), Blue Sky Online Real Estate School LLC. **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
4. 0214029440 – 45 Hours Broker Real Estate Appraisal (Classroom), HPDS
5. 0214029456 - 60 Hours Principles and Practices of Real Estate (On-line), MLS Campus Inc.

V. F. Post-License and Continuing Education Instructor Approval Applications

1. Claudia Kienran
2. John Nalls

3. Julianne Routten **The Committee recommended this applicant for approval for all requested categories except Fair Housing and Ethics and Standards of Conduct.**
4. Wendy Lynn Laster **The Committee recommended this applicant for approval for all requested categories except Fair Housing and Ethics and Standards of Conduct.**
5. Jonathan D. Coles
6. Thomas Hines
7. Robin G. Mathis **The Committee recommended this applicant for approval for all requested categories except Fair Housing and Ethics and Standards of Conduct.**
8. Timothy Edgar Hooper **The Committee recommended this applicant for approval for all requested categories except Title-Deeds.**
9. Julie Louise Wilcox
10. David Stuart Holland
11. Amanda Spigone Heron
12. Aubrey Michele Cross **The Committee recommended this applicant for approval for all requested categories except Ethics and Standards of Conduct, Investment, and Commercial Real Estate.**
13. Kedron Adele Springer **The Committee recommended this applicant for approval for all requested categories except Ethics and Standards of Conduct, Investment, and Commercial Real Estate.**
14. Mary Victoria Hagmaier
15. Philip Lee Black
16. Norbert J. Prigge
17. Dana Michelle Ritter
18. Kristopher Ryan Sleeth
19. Michael Lafayette - **instructor license expires on July 31, 2024. This is a renewal application. The Committee will review this application at the next meeting.**
20. David Oliverio
21. Minturn Tatum Wright **The Committee recommended this applicant for approval for all requested categories except Risk Management.**
22. Victoria Stoner **The Committee recommended this applicant for approval for all requested categories except Risk Management.**
23. Andrew Willim Hooper
24. Lark Ariel Washington
25. Laura Marguerite Murray
26. Allyson Lambo Newkirk - **instructor license expires on July 31, 2024. This is a renewal application. The Committee will review this application at the next meeting.**
27. George M. O'Quinn
28. Michele Renee Freemyers – **instructor license expires on July 31, 2024. This is a renewal application. The Committee will review this application at the next meeting.**
29. Matthew Vaughn Rathbun - **instructor license expires on July 31, 2024. This is a renewal application. The Committee will review this application at the next meeting.**
30. Donna L. Moyer - **instructor license expires on July 31, 2024. This is a renewal application. The Committee will review this application at the next meeting.**
31. Jonathan Thomas Knopf
32. Eric Van Mai
33. Austin Wesley Streeter
34. Donald Paul Widmayer, JR - **instructor license expires on July 31, 2024. This is a renewal application. The Committee will review this application at the next meeting.**
35. Cynthia Lee Hash

36. Patrick B. Dolan **The Committee recommended this applicant for approval for all requested categories except Fair Housing, Real Estate Law and Board Regulations, Ethics and Standards of Conduct, and Agency Law.**
37. Mary Elizabeth Lafferty Kraft **The Committee recommended this applicant for approval for all requested categories except Finance and Title-Deeds.**
38. John Robert Murray- **instructor license expires on July 31, 2024. This is a renewal application. The Committee will review this application at the next meeting.**
39. Cynthia Lee Murray- **instructor license expires on July 31, 2024. This is a renewal application. The Committee will review this application at the next meeting.**
40. Deana G. Wilson - **instructor license expires on July 31, 2024. This is a renewal application. The Committee will review this application at the next meeting.**
41. Candy C. Dennis **The Committee recommended this applicant for approval for all requested categories except Current Industry Issues and Trends.**
42. Matthew J. Haddix
43. Russell L. Edwards **The Committee recommended this applicant for approval for all requested categories except Commercial Real Estate.**
44. Nicole Marie Moritz
45. Timothy Murray Vohar - **instructor license expires on July 31, 2024. This is a renewal application. The Committee will review this application at the next meeting.**
46. Allan David Poteshman **The Committee recommended this applicant for approval for Contract Writing, Escrow Requirements, Finance, and Title-Deeds.**
47. Yolanda Marilena Lemus Flores **The Committee recommended this applicant for approval for all requested categories except Ethics and Standards of Conduct, Taxes in Real Estate, Regulatory Statutes, and Other.**

Mr. Hale recused himself from voting on Mary Victoria Hagmaier's application.

New Business

None.

The meeting adjourned at 3:36 p.m.