



STATE OF WASHINGTON
DEPARTMENT OF LICENSING
PO Box 9020, Olympia, Washington 98507-9020
REAL ESTATE COMMISSION
MEETING MINUTES

DATE: December 3, 2009

PLACE: Doubletree at SeaTac
18740 International Blvd S
Seattle, WA 98188

CONTACT
PERSON: Jerry McDonald, Acting Administrator
(360) 664-6524 - Email: jmcdonald@dol.wa.gov

CALL TO ORDER: Ralph Osgood, Assistant Director/Chair 9:00 a.m.

ORDER OF AGENDA: OPEN SESSION

A. ROLL CALL

Members Present:

Ralph Osgood, Assistant Director/Chair
Paul Chiles, Commissioner/Vice Chair
George Pilant, Commissioner
Cate Moye', Commissioner
Dan Murphy, Commissioner
Kyoko Wright, Commissioner
Excused: Jeff Thompson, Commissioner

Staff Present:

Jerry McDonald, Acting Administrator
Karen Jarvis Regulatory Manager

Ralph Osgood introduced our newly appointed commissioner Kyoko Wright.

B. APPROVAL OF AGENDA

Commissioner Pilant requested item "E. Review of Commercial Core Curriculum" be moved to follow item "N. WCRER report". There was no objection.

C. APPROVAL OF SEPTEMBER 22, 2009 MEETING MINUTES

All commissioners approved of the minutes.

D. NEW EXAM VENDOR INTRODUCTION

Larry Fabrey introduced himself and AMP (Applied Management Professionals) as our new exam vendor for Real Estate, Appraisers and Home Inspection programs. Dr. Fabrey discussed their current job analysis for real estate testing. He also reviewed their partnership with H & R Block for testing services. Dr. Fabrey also answered questions regarding testing opportunities, school stamps, coordination with prior applicants with the vendor and cancellation policies.

E. REVIEW COMMERCIAL CORE CURRICULUM

Moved to follow "N. WCRER REPORT"

F. BUDGET AND ALLOMENT

Jerry McDonald explained our current expenditures and fund balance for the real estate commission account. Mr. McDonald stated that this account is funded from interest on brokers trust accounts and fines to licensees and the funds can only be used to educate licensees. The education account is used to fund project from WCRER. Commissioner Chiles asked about the legislature sweeping the fund balances. Chair Osgood responded that we must be vigilant in reviewing our balances. Mr. McDonald explained the funding for Real Estate Research account which allows us to receive the benefit of information from WCRER.

G. RULEMAKING ACTIVITY

Jerry McDonald discussed the status of the proposed rules and asked the commission to approve the rules. Commissioner Moye' questioned WAC 308-124A-785 requirement that existing licensees renewing for the first time after July 1, 2010 would need to meet the new 90 hours of continuing education instead of the current requirement of 60 hours.

Commissioners unanimously agreed to "strongly" recommend to the director to change the proposed rule to allow licensees who were licensed before the new law is effective be allowed to meet the education requirements as they existed at the time of licensure. Only licensees licensed after July 1, 2010 would need to meet new clock hour requirements.

H. LICENSING & WEBSITE STATS

Jerry McDonald explained the "hits" to our website. Most of the "hits" come from Google.

I. OUTREACH EFFORTS

Jerry McDonald described the outreach efforts to date to include presentations with Northwest Multiple and the Tri-cities Realtors. Future plans include a YouTube video and articles in the newsletter. Commissioner Moye complemented staff on the weekly updates on the ListServ. Commissioners Pilant and Moye also gave presentations. Commissioner Moye stated that licensees were concerned with the fingerprinting process.

J. VICE CHAIR VOTE

Paul Chiles nominated Cate Moye'. It was seconded. All commissioners voted for Cate Moye'.

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K. 2010 MEETING LOCATIONS & DATES

March 31, 2010 – Olympia – Labor and Industries Building
June 30, 2010 – Seattle Area
September 21, 2010 – Pasco Area
December 9, 2010 – Sea-Tac (Double-Tree)

L. REAL ESTATE CERTIFICATE PROGRAM

Commissioners recommend discussing at the Education Sub-committee.

M. WASHINGTON REALTORS

Bob Mitchell discussed the need to change RCW 18.86 to be consistent with the new implementation of RCW 18.85. He also stated the appraisal industry will be pursuing legislation for model licensing of appraisal management companies (AMC). Commissioner Moye' asked Bob Mitchell about 3rd party negotiators, specifically short sale negotiators. Karen Jarvis, Real Estate Disciplinary Manager, stated that the department is currently investigating complaints of unlicensed short sale negotiators.

N. WASHINGTON CENTER FOR REAL ESTATE RESEARCH (WCRER)

Dr. Glenn Crellin stated that he provided reports that are in the commissioner's packet. Dr. Crellin stated that they are working towards renewal of the license fee funding the WCRER. (RCW 18.85.451, RCW 18.85.461, RCW 18.85.471, RCW 18.85.520, RCW 18.85.530 & RCW 18.85.540) Dr. Crellin also discussed the new survey that was previously approved by the commission. Part of the survey revealed that over 50% of the first time home buyers in the 3rd quarter of 2009 intended on using the federal tax credit. Dr. Crellin also stated that the Fall/Winter of the newsletter was nearing completion and briefly described current real estate activity at Washington State University.

E. REVIEW COMMERCIAL CORE CURRICULUM

Per Commissioner Pilant's request, this item was moved to follow "N. WCRER REPORT". Commissioner Chiles spoke requesting approval of the Commercial Core Curriculum. Commissioner Pilant discussed that licensees can use either the commercial or residential core to meet their renewal requirements. Commissioner Pilant moved to have the commission approve the commercial core. All commissioners voted to approve the commercial core.

O. OTHER BUSINESS

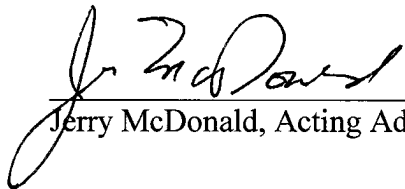
Commissioner Murphy discussed how short sale negotiators are advising clients to take the short sale route instead of bankruptcy. Other commissioners agreed that this was an issue. Commissioner Murphy invited discussion. Glenn Crellin stated he would consider including an article on short sales in a subsequent newsletter. Chair Osgood thought that a direct mailing to all licensees would be helpful. Commissioner Moye' stated that the weekly ListServ update was very effective at disseminating current information. Ms. Jarvis reviewed the licensing requirements for loan originator. Commissioner Pilant stated that the US Treasury has provided a 43 page document to help streamline short sales and that he would provide this to anyone who requests. The short sale subject was assigned to Cate Moye's Changing Business Practices Committee.

P. PUBLIC FORUM

- Larry Fabrey (AMP) stated that he will be at the March Commission Meeting so that Broker Simulation question can be addressed. Dr. Fabrey gave an overview description of broker simulation questions.
- Commissioner Pilant thanked all the providers and staff for their participation in drafting the new courses for the new licensing law.

Meeting Adjourned.

Respectfully Submitted,



Jerry McDonald, Acting Administrator