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COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF STATE
BUREAU OF PROFESSIONAL AND OCCUPATIONAL AFFAIRS

F I N A L M I N U T E S

MEETING OF:

STATE REAL ESTATE COMMISSION

TIME: 11:35 A.M.

Temple University Real Estate Institute
515 Market Street
Room 220
Philadelphia, PA 19102

October 23, 2019

State Real Estate Commission
October 23, 2019

COMMISSION MEMBERS:

Joseph Tarantino, Chair, Industry Member
Anne M. Rubin, Vice Chair, Industry Member
Joseph J. McGettigan, Secretary, Industry Member
Alexis L. Barbieri, Esquire, Public Member
Armand N. Ferrara Jr., Industry Member
Jennifer Thomson, Esquire, Attorney General Designee
Annie Hanna Cestra, Industry Member
Edward L. Seebeck, Cemetery Member - Absent
K. Kalonji Johnson, Acting Commissioner, Bureau of
Professional and Occupational Affairs - Absent

COMMISSION PERSONNEL:

Juan A. Ruiz, Esquire, Commission Counsel
Timothy A. Fritsch, Esquire, Commission Prosecutor
Krista Linsenbach, Commission Administrator

ALSO PRESENT:

Alex Charlton, Director of Public Policy and Political
Affairs, Pennsylvania Association of Realtors
Timothy Quintrell
William Festa, CRS, President-Elect, Pennsylvania
Association of Realtors
Eleanor Weber, M.Ed., Polley Associates School of Real
Estate
Hugo "Skip" Weber, Director of Education, Polley
Associates School of Real Estate
Matthew G. Braden, Chief Executive Officer, Greater
Philadelphia Association of Realtors
Michael McGee, CAE, Chief Executive Officer,
Pennsylvania Association of Realtors
Joe White, Coldwell Banker Preferred
David Gower Jr., Coldwell Banker Preferred
Kim Wang, Keller Williams Realty
Samar Jha, Pennsylvania Association of Realtors
Pamela Croke, Esquire, RCE, CEO, Bucks County
Association of Realtors/Director, Bucks County Real
Estate Institute
Anne Costello, President, Bucks County Association of
Realtors

State Real Estate Commission
October 23, 2019

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ALSO PRESENT: (Continued)

William McFalls Jr., ABR, CRS, Green, GRI, President,
Pennsylvania Association of Realtors
Gretina Aaron, Temple University student
Brian Brillman, Director/Implementation Specialist,
Real Estate Institute at Temple University

1 ***

2 State Real Estate Commission

3 October 23, 2019

4 ***

5 The regularly scheduled meeting of the State Real
6 Estate Commission was held on Wednesday, October 23,
7 2019. Joseph Tarantino, Chair, Industry Member,
8 officially called the meeting to order at 11:35 a.m.
9 A roll call was taken. The Pledge of Allegiance was
10 recited.

11 ***

12 Approval of minutes of the September 10, 2019 meeting

13 CHAIR TARANTINO:

14 Can I have a motion to approve the draft
15 minutes for September's meeting?

16 MR. MCGETTIGAN:

17 So moved.

18 MR. FERRARA:

19 Second.

20 CHAIR TARANTINO:

21 On the question, all in favor, say aye.

22 [The motion carried unanimously.]

23 ***

24 Report of Prosecutorial Division

25 [Timothy A. Fritsch, Esquire, Commission Prosecutor,

1 on behalf of Angela B. Lucci, Esquire, Commission
2 Prosecutor, presented the Consent Agreement for File
3 No. 17-56-06590.]

4 ***
5 [Timothy A. Fritsch, Esquire, Commission Prosecutor,
6 on behalf of Caroline A. Bailey, Esquire, Commission
7 Prosecutor, presented the Consent Agreement for File
8 No. 17-56-09828.

9 Annie Hanna Cestra recused herself from
10 discussion on this matter.]

11 ***
12 [Timothy A. Fritsch, Esquire, Commission Prosecutor,
13 on behalf of James R. E. Ostman, Esquire, Commission
14 Prosecutor, presented the Consent Agreement for File
15 No. 13-56-03236.]

16 ***
17 [Timothy A. Fritsch, Esquire, Commission Prosecutor,
18 on behalf of J. Karl Geschwindt, Esquire, Commission
19 Prosecutor, presented the Consent Agreement for File
20 No. 14-56-14447.]

21 ***
22 [Timothy A. Fritsch, Esquire, Commission Prosecutor,
23 presented the Consent Agreements for File No. 15-56-
24 13639, File No. 16-56-14780, and File No. 17-56-
25 08835.]

1 ***

2 Report of Commission Counsel

3 [Juan A. Ruiz, Esquire, Commission Counsel, noted two
4 Motions to Deem Facts Admitted and Enter Default for
5 discussion during Executive Session. He also noted a
6 public session scheduled for 2:00 p.m.

7 Mr. Ruiz reviewed the new lobby hours effective
8 November 1, 2019, at One Penn Center from 8:30 a.m. to
9 4:00 p.m. He also stated there will be a change in
10 security to Capitol Police. Anyone wanting to enter
11 One Penn Center prior to 8:30 a.m. or after 4:00 p.m.
12 must have a badge.]

13 ***

14 Report of Commission Chair

15 [Joseph Tarantino, Chair, Industry Member, stated the
16 Commissioner approved for Anne Rubin and Joe
17 McGettigan to attend the 2019 National Association of
18 Realtors Conference in San Francisco, CA, on November
19 8-11, 2019.

20 Chair Tarantino noted the elections for next
21 year's chairman, vice chairman, and secretary will
22 take place after Executive Session.]

23 ***

24 Report of Commission Administrator

25 [Krista Linsenbach, Commission Administrator, also

1 mentioned the new lobby hours, noting the walk-in
2 window will also be closed from 12:30 p.m. to 1:30
3 p.m. until further notice. The lobby will close
4 promptly at 4:00 p.m. She advised everyone to check
5 the main website at dos.pa.gov/state for any updates
6 on when the window may or may not be available.]

7

8 Association of Real Estate License Law Officials
9 Conference Report

10 [Armand N. Ferrara Jr., Industry Member, provided
11 information from his attendance at the Association of
12 Real Estate License Law Officials (ARELLO) Conference
13 in Denver, CO. He discussed best practices. He
14 commented on some states having teams of one person
15 and other states have teams of more than one person.
16 He noted that the broker in Louisiana is responsible
17 for all ad copies for team ads. He stated, in large
18 brokerages in Colorado, a broker can designate the
19 responsibility of an entire office to another person
20 following completion of a broker responsibility class.

21 Mr. Ferrara addressed iBuyer companies that use
22 technology to instantly make an offer on a home. He
23 discussed the impact of regulating such practices in
24 various western states. He noted that iBuyer
25 companies represent a dramatic shift in the way people

1 are buying and selling homes, offering a simpler and
2 more convenient alternative to the traditional home
3 sale with an all-cash offer and more control over when
4 an owner has to move out.

5 Mr. Ferrara discussed the effects of cannabis on
6 real estate. He stated \$266.5 million in spending
7 specific in taxes were generated in Colorado in 2018.
8 He noted many disclosure issues because of moisture,
9 water, and ventilation issues. He commented that the
10 majority of mortgage lenders will not give a mortgage
11 on these properties. He stated there is only one
12 title company in the entire state that will issue a
13 policy.

14 Mr. Ferrara addressed resources with Commissioner
15 College that will be available online in the spring of
16 2020.

17 Mr. Ferrara mentioned Louisiana is looking at
18 expanding the knowledge base in order to list and sell
19 commercial properties, where if an individual from
20 North Carolina wants to sell commercial property in
21 Louisiana, the individual must work with an in-state
22 broker.

23 Mr. Ferrara provided an overview of miscellaneous
24 issues discussed during the conference.

25 Mr. Ferrara addressed occupation reform

1 legislation for overburdensome license laws that are
2 cost prohibitive. He mentioned some states are
3 deciding what criminal activity history can be
4 eliminated from applying for a license.

5 Mr. Ferrara mentioned high consumer confidence
6 with an unemployment rate of 3.7 percent and a
7 countrywide affordable housing shortage of
8 approximately 5-6 million units.

9 Mr. Ferrara addressed biometrics and distance
10 education. He stated Arizona has about 650
11 applications per month and is utilizing online facial
12 recognition that comes up randomly while taking
13 segments of a class. He also mentioned typing DNA,
14 which is like a fingerprint, and also part of
15 biometrics. Arizona is also going with remote online
16 proctors, because many parents and spouses are taking
17 the test for the student.

18 Mr. Ferrara commented that newsletters in
19 Alberta, Canada, go to licensees and consumers who
20 sign up for it with a metric that reflects the
21 articles being read.

22 Mr. Ferrara addressed Alexa Skill through the
23 Kansas Information Consortium, which is a regulator's
24 tool for voice-enabled artificial intelligence to make
25 it easier to interact with licensees at no cost to the

1 state or Commission/Board.]

2

3 [Pursuant to Section 708(a)(5) of the Sunshine Act, at
4 12:05 p.m. the Commission entered into Executive
5 Session with Juan A. Ruiz, Esquire, Commission
6 Counsel, for the purpose of conducting quasi-judicial
7 deliberations on matters currently pending before the
8 Commission and to receive the advice of counsel. The
9 Commission returned to open session at 1:53 p.m.]

10

11 MOTIONS

12 MR. RUIZ:

13

The Real Estate Commission was just in

14

executive session conducting

15

quasi-judicial deliberations on a number

16

of matters currently pending before the

17

Commission.

18

Is there a motion to approve the

19

Consent Agreement at File No. 17-56-

20

06590?

21 MS. THOMSON:

22

So moved.

23 CHAIR TARANTINO:

24

Second?

25

MR. FERRARA:

1 Second.

2 CHAIR TARANTINO:

3 On the question, all in favor, say aye.

4 Any opposed?

5 [The motion carried. Ms. Rubin opposed the motion.

6 The Respondent's name is Scott J. Mayer.]

7 ***

8 MR. RUIZ:

9 Is there a motion to approve the Consent
10 Agreement at File No. 17-56-09828,
11 noting for the record that Commissioner
12 Cestra has recused from all
13 deliberations on that matter.

14 CHAIR TARANTINO:

15 Motion?

16 MR. MCGETTIGAN:

17 So moved.

18 CHAIR TARANTINO:

19 Second?

20 MS. RUBIN:

21 Second.

22 CHAIR TARANTINO:

23 On the question, all in favor, say aye.

24 Any opposed?

25 [The motion carried. Ms. Cestra recused herself from

1 deliberations and voting on the motion. The
2 Respondent's name is Geoffrey R. Smathers.]

3 ***

4 MR. RUIZ:

5 Is there a motion to deny the Consent
6 Agreement as being too lenient for File
7 No. 13-56-03236?

8 MR. MCGETTIGAN:

9 So moved.

10 CHAIR TARANTINO:

11 Second?

12 MR. FERRARA:

13 Second.

14 CHAIR TARANTINO:

15 On the question, all in favor, say aye.
16 Any opposed?

17 [The motion carried unanimously.]

18 ***

19 MR. RUIZ:

20 Is there a motion to approve the
21 following Consent Agreements at File No.
22 14-56-14447, File No. 15-56-13639, File
23 No. 16-56-14780, and File No. 17-56-
24 08835?

25 MS. CESTRA:

1 So moved.

2 MS. RUBIN:

3 Second.

4 CHAIR TARANTINO:

5 On the question, all in favor, say aye.

6 Any opposed?

7 [The motion carried unanimously. The Respondent's
8 name for File No. 14-56-14447 is Jacqueline D. Simon
9 Mccusker. File No. 15-56-13639 is Melissa R. Keitt.
10 File No. 16-56-14780 is Maria E. Lange, and File No.
11 17-56-08835 is Luu Dang.]

12 ***

13 MR. RUIZ:

14 Is there a motion to grant the Motions
15 to Enter Default in cases of Tyler B.
16 Horton at File No. 18-56-007468 and
17 Philip G. Weaver at File No. 18-56-
18 04071?

19 MR. MCGETTIGAN:

20 So moved.

21 MR. FERRARA:

22 Second.

23 CHAIR TARANTINO:

24 On the question, all in favor, say aye.

25 Any opposed?

1 [The motion carried unanimously.]

2 ***

3 Education/Examination Committee

4 MS. RUBIN:

5 We move to provisionally deny, based on
6 experience requirements to sit for the
7 broker exam, of Kari Elizabeth Panza.

8 CHAIR TARANTINO:

9 Do I have a second?

10 MS. CESTRA:

11 Second.

12 CHAIR TARANTINO:

13 On the question, all in favor, say aye.

14 Any opposed?

15 [The motion carried unanimously.]

16 ***

17 MS. RUBIN:

18 I would like to move that the course
19 Financial Literacy for Realtors and the
20 course Real Estate Bootcamp are denied,
21 as they do not meet the CE requirements.

22 CHAIR TARANTINO:

23 Second?

24 MS. CESTRA:

25 Second.

1 CHAIR TARANTINO:

2 On the question, all in favor, say aye.

3 Any opposed?

4 [The motion carried unanimously.]

5 ***

6 MS. RUBIN:

7 I would like to move that the following
8 courses be approved: First Time
9 Homebuyers Specialist: A Blueprint for
10 Success, Leading and Communicating
11 Effectively, Property Management:
12 Strategy, Operations, and the Human
13 Ingredient, Real Estate Supply and
14 Demand Factors, Safety First: Crime
15 Prevention and Self-Defense for Real
16 Estate Pros, Technology Trending in Real
17 Estate, and Understanding Agency Law in
18 Real Estate and the Importance to the
19 Real Estate Profession.

20 CHAIR TARANTINO:

21 Second?

22 MS. BARBIERI:

23 Second.

24 CHAIR TARANTINO:

25 On the question, all in favor, say aye.

1 Any opposed?

2 [The motion carried unanimously.]

3 ***

4 Enforcement Committee (Application Reviews)

5 MR. MCGETTIGAN:

6 I make a motion that the application of
7 Carlos Leonardo Sanchez Jr. be approved
8 with no barrier toward licensure.

9 CHAIR TARANTINO:

10 Second?

11 MR. FERRARA:

12 Second.

13 CHAIR TARANTINO:

14 On the question, all in favor, say aye.

15 Any opposed?

16 [The motion carried unanimously.]

17 ***

18 Enforcement Committee (Informal Conferences)

19 MR. MCGETTIGAN:

20 I make a motion that the applications
21 of James Crowley Jr. and Brandon J.
22 Heffner be approved with no
23 restrictions.

24 CHAIR TARANTINO:

25 Second?

1 MS. BARBIERI:

2 Second.

3 CHAIR TARANTINO:

4 On the question, all in favor, say aye.

5 Any opposed?

6 [The motion carried unanimously.]

7 ***

8 MR. MCGETTIGAN:

9 I would like to make a motion that the
10 following applications be approved and
11 all licenses placed on probation
12 through criminal probation and/or
13 payment of restitution: Mark Danair
14 Collins, Devon Jones, Cheryl L. Floyd,
15 Christina Marie Gray, and Mohammed
16 Othmane Chabaoui.

17 CHAIR TARANTINO:

18 Do I have a second?

19 MR. FERRARA:

20 Second.

21 CHAIR TARANTINO:

22 On the motion, any questions?

23 [The motion carried unanimously.]

24 ***

25 Old/New Business - Elections of Officers for 2020

1 CHAIR TARANTINO:

2 Do I have a motion to nominate for
3 Secretary? Do I have a nomination?

4 MS. BARBIERI:

5 I would like to nominate Annie Hanna
6 Cestra.

7 CHAIR TARANTINO:

8 Do I have a second?

9 MS. RUBIN:

10 Second.

11 CHAIR TARANTINO:

12 Are there any other nominations? All
13 nominations will be closed. All in
14 favor, say aye. Any opposed?

15 [The motion carried unanimously.]

16 ***

17 CHAIR TARANTINO:

18 Nominations for Vice Chairman for 2020?

19 MR. FERRARA:

20 I would like to nominate Joseph
21 McGettigan.

22 CHAIR TARANTINO:

23 Do I have a second?

24 MS. BARBIERI:

25 Second.

1 CHAIR TARANTINO:

2 Any other nominations? Move that all
3 nominations be closed. Motion to
4 approve Joe McGettigan for Vice Chairman
5 for 2020. Everyone in favor, say aye.
6 Any opposed?

7 [The motion carried unanimously.]

8 ***

9 CHAIR TARANTINO:

10 Nomination for chairman for 2020?

11 MS. BARBIERI:

12 I nominate Anne Rubin.

13 CHAIR TARANTINO:

14 Second?

15 MS. CESTRA:

16 Second.

17 CHAIR TARANTINO:

18 Any other nominations? No other
19 nominations. Move that they will be
20 closed. All those in favor of Anne
21 Rubin for chair for 2020, please signify
22 by saying aye. Any opposed?

23 Congratulations to all 2020
24 incoming officers.

25 [The motion carried unanimously.]

1 ***

2 Public Session

3 [William McFalls Jr., ABR, CRS, Green, GRI,
4 President, Pennsylvania Association of Realtors,
5 stated the Pennsylvania Association of Realtors (PAR)
6 met with the Acting Secretary of the Commonwealth,
7 Kathy Boockvar, regarding areas of concern. He
8 addressed the integrity of the Bureau of Professional
9 and Occupational Affairs (BPOA), stating that PAR has
10 received numerous calls from licensees whose records
11 reflect them being affiliated with the wrong firm and
12 expressed a concern that the issue would cause
13 challenges again with the renewal process.

14 Mr. McFalls also noted PAR staff found corruption
15 within the member match report received from the state
16 earlier this year. He commented that PAR has offered
17 to assist with troubleshooting the site prior to the
18 renewal process next year to ensure smoother renewal
19 than experienced in 2018.

20 Mr. McFalls mentioned members found the new
21 license and office processing to be slow and
22 cumbersome, causing professionals to be unable to
23 practice their livelihood.

24 Mr. McFalls noted the state is lacking a reliable
25 system for communicating with licensees and schools.

1 It was recommended that PAR be provided with
2 information regarding upcoming changes, so their staff
3 can assist members who call the PAR Solution Center.

4 Mr. McFalls expressed a concern regarding the
5 Bureau's overall timeliness, where PAR received
6 numerous emails and phone calls asking when renewal
7 notices will be sent out and when regulations will be
8 finalized.

9 Mr. McFalls addressed a concern regarding broker
10 price opinions. The bill took effect nearly 14 months
11 ago, and the Commission still has not provided the
12 necessary regulations, causing members to not be able
13 to perform broker price opinions (BPOs). He noted
14 that real estate schools are offering the prerequisite
15 course, despite not being able to tell licensees what
16 actually is in the regulations.

17 Mr. McFalls requested an update on where the
18 Commission stands regarding real estate advertising to
19 advise members of the new rules.

20 Mr. Ruiz again provided information regarding
21 security changes and lobby hours for Mr. McFalls, as
22 he was not present at the time.

23 Mr. McFalls mentioned that Acting Secretary
24 Boockvar recommended having a service elsewhere in the
25 state for those who cannot travel from Erie to

1 Harrisburg.

2 Ms. Linsenbach noted reviewing the issue with
3 other boards and discussions with Acting Commissioner
4 Johnson concerning different opportunities for the
5 walk-in window. She again advised everyone to
6 continue to follow up on the dos.pa.gov/state website
7 for all of the most important issues.

8 Mr. Ruiz updated the Commission regarding BPO
9 regulations. The regulations are moving slowly, but
10 the recent changes were distributed. He noted the
11 need to include the initial education plus continuing
12 education for comment as well. He noted the addition
13 of requiring those who do BPOs to maintain a copy of
14 the transcript just like continuing education (CE)
15 records. He stated these new temporary regulations
16 will basically just pick up where the old temporary
17 regulations left off, which will soon go through the
18 proposed regulation process.

19 Ms. Linsenbach stated the Pennsylvania Licensing
20 System (PALS) is processing applications that do not
21 have discrepancies and issuing licenses within three
22 or four weeks of receipt of the application. She also
23 mentioned a one- to two-week time frame on initial
24 applications.

25 Ms. Linsenbach noted moving forward with getting

1 more of the reactivation and change applications into
2 PALS in the near future. The secretary's office has
3 requested a timeline of what will be released on PALS
4 through 2020.

5 Ms. Linsenbach addressed the development of
6 guides, where individuals can see current processing
7 time pulled from data markers and updated quarterly on
8 the dos.pa.gov website. She mentioned completing
9 guides for the real estate salesperson standard and
10 reciprocal. She addressed three phases, noting there
11 will be quarterly updates on the average length of
12 time to process each phase for the average licensee.

13 Ms. Linsenbach stated there will also be helpful
14 tips and tricks available on reducing the processing
15 time for individual licenses and a lot of the frequent
16 questions and answers. She noted no timeline on the
17 release but did note a link will be provided when
18 available.

19 Mr. McFalls questioned why information regarding
20 advertising had not been shared with PAR since they
21 were involved in the process.

22 Mr. Ruiz noted scheduling a state regulatory
23 meeting in December and working on General Revisions.
24 He mentioned placing the team advertising piece into
25 the General Revision package as opposed to three or

1 four different regulations. PAR will be provided a
2 basic draft of what is discussed.

3 Ms. Rubin mentioned that the Commission has been
4 meeting as often as possible for about 2 hours at a
5 time to work through the entire rules and regulations
6 booklet to update the language. She noted approval of
7 a full day to work with counsel and prosecution to
8 finish the revisions.

9 Ms. Rubin questioned where the introduced
10 legislation is on teams. Mr. McFalls commented that
11 teams' legislation was still in the House Committee
12 with no definite response from the chairman of the
13 committee regarding PAR's request to at least hold
14 hearings on it.

15 Ms. Rubin questioned how PAR could like to help
16 with discrepancies on the site. Mr. McFalls mentioned
17 that there are indications for changes and updates
18 regarding PALS, where folks from Harrisburg and groups
19 around the state can review the system from a
20 practical level and provide assistance.

21 Michael McGee, CAE, Chief Executive Officer,
22 Pennsylvania Association of Realtors, stated PAR will
23 devote either staff time or get members involved and
24 apply random checks on the system to avoid what
25 happened during the last renewal cycle where people

1 could not renew their license. He noted being told
2 that some significant fix regarding data integrity
3 issues was established on September 24, 2019, but
4 continues to see random issues.

5 Ms. Linsenbach noted the data integrity to be a
6 complicated issue, because it is difficult to update
7 older records and reflect everything properly.

8 It was suggested that the State Real Estate
9 Commission be more involved with the public and
10 provide additional information as to the authority of
11 the Commission, such as creating a YouTube video for
12 consumers, agents, and licensees.

13 The Commission was questioned as to why less
14 fortunate people have to pay such a disproportionate
15 amount for settlements and brokerage fees. Having
16 some kind of funds to assist drawing on all of the
17 multimillion dollar commissions for contribution was
18 suggested.

19 The Commission was questioned as to why real
20 estate agents do not provide pro bono services. It
21 was suggested putting that information in the
22 training.

23 Chair Tarantino recognized some very good points
24 but stated a pro bono service is an individual firm
25 issue versus a real estate regulatory issue.

1 Ms. Linsenbach expressed a concern with the high
2 cost of video production and the legal liability of
3 putting information on YouTube for people to receive
4 and misinterpret information from the Commission.

5 Ms. Linsenbach mentioned the possible addition of
6 help videos to the guides as far as how to navigate
7 PALS. She also noted a part of the guide from the law
8 explaining what a real estate salesperson is by the
9 legal definition. She noted that Facebook and Twitter
10 inquiries are responded to immediately.

11 Chair Tarantino commented that some of the ideas
12 mentioned were legislative issues versus something the
13 Commission could actually do because the Commission
14 layout is a creature of the statute.

15 The Delaware River Authority was noted for
16 accomplishing the distribution of information under an
17 expanded view.

18 Chair Tarantino explained that the authority is a
19 little different than the Commission. The authority
20 can raise money and do what they want with that money,
21 but a commission cannot decide how to spend money
22 received from fees because that is the state's
23 decision.

24 Chair Tarantino addressed consumer notice,
25 stating that it is up to the brokers to explain a

1 consumer notice, not commissioners or the Department
2 of State. He mentioned a mandatory CE class for
3 beginners.

4 The Commission was questioned as to how many
5 hours will be required for the BPO CE requirement.
6 Mr. Ruiz noted that the CE requirement is going to
7 mirror what is in the act, which is 3 hours.

8 The Commission was questioned as to whether
9 taking the 3-hour BPO class now still counts as
10 initial education even if it is changed later. Mr.
11 Ruiz explained that this is correct and why there is
12 going to be a requirement of maintaining that
13 certificate or transcript to show proof.

14 Ms. Linsenbach provided information regarding
15 renewals with four renewals for full licensing. She
16 stated school renewals seem to be going pretty
17 smoothly; promotional property renewals are about
18 halfway done; and cemetery companies expire on January
19 31, 2020, which should be released early November.

20 Ms. Linsenbach commented that full license
21 renewals should be on track to release between 70-90
22 days before the expiration date, and emails will be
23 sent and paper notices to emails that come back. She
24 noted to keep checking emails if nothing is received
25 by March 1, 2020.

1 Mr. Ruiz addressed the Real Estate Recovery Fund
2 with a recent \$200,000 payment and anticipated another
3 \$100,000 payment coming out of the fund. He mentioned
4 the need for another assessment for this renewal,
5 noting the most that can be charged is \$10 by statute.

6 Mr. McFalls questioned whether there was
7 information in the guide regarding the process of
8 becoming a realtor, so the consumer knows how they can
9 enter the profession in the future. Ms. Linsenbach
10 explained that she specifically wrote the guide with
11 the process in mind and wrote paragraphs regarding
12 common questions.

13 It was noted that the Bureau has contracted with
14 the Center for Civic Design to make the PALS website
15 more user-friendly with discrepancy-proof
16 applications. There has been an influx of additional
17 staff members to leverage that technology so
18 eventually all license classes will be available and
19 have their own guide explaining the license and the
20 process to receive that license.]

21

22 Miscellaneous - Meeting Dates

23 [Joseph Tarantino, Chair, Industry Member, noted the
24 next scheduled meeting is December 3, 2019, in
25 Harrisburg.]

1 ***

2 [Anne M. Rubin, Vice Chair, Industry Member, announced
3 this was Alexis Barbieri's last meeting and thanked
4 Alexis for her work for both her personally and the
5 Commission.]

6 ***

7 Adjournment

8 CHAIR TARANTINO:

9 Do I have a motion to adjourn?

10 MR. MCGETTIGAN:

11 So moved.

12 CHAIR TARANTINO:

13 Second?

14 MS. RUBIN:

15 Second.

16 CHAIR TARANTINO:

17 Thank you everybody.

18 [The motion carried unanimously.]

19 ***

20 [There being no further business, the State Real
21 Estate Commission Meeting adjourned at 2:57 p.m.]

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CERTIFICATE

I hereby certify that the foregoing summary minutes of the State Real Estate Commission meeting, was reduced to writing by me or under my supervision, and that the minutes accurately summarize the substance of the State Real Estate Commission meeting.

Jennifer Corb

Jennifer Corb,
Minute Clerk
Sargent's Court Reporting
Service, Inc.

STATE REAL ESTATE COMMISSION
REFERENCE INDEX

October 23, 2019

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TIME	AGENDA
11:35	Official Call to Order
11:35	Roll Call
11:35	Pledge of Allegiance
11:36	Approval of Minutes
11:36	Report of Prosecutorial Division
11:49	Report of Commission Counsel
11:51	Report of Commission Chair
11:52	Report of Commission Administrator
12:05	Executive Session
1:53	Return to Open Session
1:53	Motions
1:57	Report of Committees
2:00	Old/New Business
2:02	Public Session
2:57	Adjournment