



VIRGINIA REAL ESTATE BOARD

VREB *SPEAKING*

www.dpor.virginia.gov

Fall 2015

Message from the Chair



Joseph Funkhouser, II

As the hot and humid days of summer change into the cool and crisp days of fall, Virginia real estate licensees continue to work hard, hone their skills and serve the public.

The Board welcomes back Sharon Johnson for her third term of service on the Board after being appointed by the governor in June. Sharon brings a wealth of knowledge and experience to the Board, and you can read more about her in the article on page 2. The Board also expresses its gratitude to former member Anh Tu Do for her excellent work while serving on the Board.

The Board's updated final regulations were approved by the governor in August and will go into effect on November 1, 2015. The updated regulations are summarized in the article on pages 3 and 4, and I strongly recommend

that every broker and salesperson read and understand these updated regulations. The Board's regulations and Virginia real estate laws comprise the minimum standards of practice with which we must all comply.

One of the Board's new regulations allows for the carry over of surplus continuing education hours earned in the last six months of the current two-year license term into the next two-year license term. The article on page 2 provides details on how the CE carry over process will work.

The article on page 5 reproduces the "Flood Instruction Continuing Education Requirement Notice Letter" that was mailed by the Board in August to all its brokers and experienced salespersons. The Flood Instruction requirement resulted from the passage of HB 2295 in the 2015 General Assembly and mandates that all active real estate licensees must receive teaching on "flood hazard areas" and the "National Flood Insurance Program" to renew their licenses beginning on January 1, 2016.

Pages 6 through 9 list the Board's disciplinary actions from its May and July 2015 meetings. As is not uncommon, licensees violated the "Maintenance and Management of Escrow Accounts" regulation more than any other regulation (26 violations). Actions constituting "Unworthiness & Incompetence" (18 violations) were next on the list of regulations violated most often.

Please contact Board staff or me at REBoard@dpor.virginia.gov or 804-367-8526 with your comments.

Joe Funkhouser, Chairman

Virginia Real Estate Board
Perimeter Center, Suite 400
9960 Mayland Drive
Richmond, VA 23233
804-367-8526

Terence R. McAuliffe
Governor

Maurice Jones
Secretary, Commerce & Trade

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2015 Meeting Dates

October 1, 2015
November 5, 2015

All meetings are held at the address above.

BOARD MEMBERS

Joseph Funkhouser, II, Chair
Harrisonburg
Licensee Member
Four-year term ends on 6/30/2018

Sandra Ferebee, Vice Chair
Norfolk
Licensee Member
Four-year term ends on 6/30/2018

Jennifer B. Boysko
Herndon
Citizen Member
Four-year term ends on 6/30/2016

Antonio M. Elias
Charlottesville
Citizen Member
Four-year term ends on 6/30/2018

Lynn G. Grimsley
Newport News
Licensee Member
Four-year term ends on 6/30/2016

Steve Hoover
Roanoke
Licensee Member
Four-year term ends on 6/30/2016

Sharon P. Johnson
Boydton
Licensee Member
Four-year term ends on 6/30/2019

Catherine M. Noonan
Henrico
Licensee Member
Four-year term ends on 6/30/2016

Lee Odems
Woodbridge
Licensee Member
Four-year term ends on 6/30/2017

Meet the New Real Estate Board Member

Sharon P. Johnson of Boydton was recently appointed by the governor to the Board for a four-year term.

Ms. Johnson, a licensee member, is an associate broker with Century 21 Clary & Associates, Inc. in South Hill. Sharon is no stranger to the Real Estate Board having been appointed by two former



governors to serve previous four-year terms on the Board. During her past Board service she was the Chair of the Education Committee and Chair of the Regulatory Review Committee. Ms. Johnson has served on the Board's Post License Education Advisory Council since it was established in 2003.

Continuing Education Carry Over Starts on November 1, 2015

The Board's updated final regulations that go into effect on November 1, 2015, include a continuing education (CE) carry over provision that will assist licensees who complete more CE than is required during the normal two-year license term.

Regulation 18 VAC 135-20-101.8 states, "Any continuing education credits completed by the licensee in excess of that required in the current license term that are obtained in the six months immediately prior to the license expiration date shall carry over into the next two-year renewal period."

This CE carry over regulation will begin to apply to salesperson and broker licenses that expire on or after November 1, 2015, which means that it will first apply to licenses that expire on November 30, 2015. The carry over period for surplus CE completed by a salesperson or broker with a license expiration date of November 30, 2015 will be the six-month period of June 1, 2015 through November 30, 2015, and the surplus CE will carry over into the December 1, 2015, through November 30, 2017, license term.

Updated Regulations Effective on November 1, 2015

The Real Estate Board's final updated regulations go into effect on November 1, 2015, and will replace the current regulations that went into effect on April 1, 2008. The final updated regulations were approved by the Governor on August 3, 2015, and were published in the *Virginia Register of Regulations* on August 24, 2015. The final updated regulations' text and associated documentation can be viewed on the Virginia Townhall [website](#). The updated final regulations will be available on the Board's [website](#) beginning November 1, 2015. All real estate licensees must read and understand these updated regulations as they govern the practice of real estate in Virginia.

The following is a summary of the significant regulatory changes that will go into effect on November 1, 2015:

18 VAC 135-20-10 - adding to the definitions of "Principal Broker" and "Sole Proprietor."

18 VAC 135-20-20 - amending to make clear a real estate firm must have a principal broker whose license is in good standing to conduct business.

18 VAC 135-20-30 - amending to clarify what the board considers to determine if an applicant is in good standing and to add language regarding the need for fingerprints to comply with a 2009 change in the law.

18 VAC 135-20-40 - amending to include in regulation the current board verification of experience policy for a broker license.

18 VAC 135-20-45 - amending to conform the regulation to the current law governing a business entity license.

18 VAC 135-20-55 - new section allows for a currently licensed broker to exchange his broker license to a salesperson license.

18 VAC 135-20-60 - amending to conform the regulation to the current law and Board policy governing licensure by reciprocity.

18 VAC 135-20-70 - amending to clarify the license activation and transfer requirements.

18 VAC 135-20-80 - amending to remove the fee cap the Board's examination vendor can charge the license candidate.

18 VAC 135-20-100 - repealing this renewal qualifications section which became obsolete in 2008 due to statutory changes.

18 VAC 135-20-101 - amending renewal requirements to comply with current law and to allow for carrying over continuing education hours.

18 VAC 135-20-105 - repealing this section on additional renewal qualifications for licensees who received licensure by reciprocity due to statutory changes.

18 VAC 135-20-120 - amending renewal fees section to remove the word "associate" as all brokers may now obtain a business entity license due to a law change.

18 VAC 135-20-140 - amending reinstatement requirements section to comply with law changes and clarify license activation language.

18 VAC 135-20-155 - amending grounds for disciplinary action section by adding clarifying language, and changing Code of Virginia citations to align with recodification.

(continued on page 4)

(continued from page 3)

18 VAC 135-20-160 - amending to clarify what a residence needs to qualify as a place of business and removing place of business supervision language to be placed in a new section.

18 VAC 135-20-165 - new section reflects supervising brokers' duties are separate from place of business requirements and conforms with statutory amendment.

18 VAC 135-20-170 - amending to allow a broker to return the license of an inactive licensee by any delivery method rather than only by certified mail.

18 VAC 135-20-180 - amending by removing obsolete language that escrow accounts have to be in a Virginia bank, by clarifying the principal broker's responsibilities and by adding language regarding interpleader to conform with statutory changes.

18 VAC 135-20-185 - amending by conforming regulations to statutory changes and clarifying that financial records need to be kept by the principal or supervising broker.

18 VAC 135-20-190 - amending to reflect current business practices recognizing newer forms of advertising which no longer involve just print or online advertising.

18 VAC 135-20-210 - amending to clarify what information a licensee needs to disclose regarding an ownership interest in real property.

18 VAC 135-20-220 - amending to conform with law the requirements for disclosure of brokerage relationships.

18 VAC 135-20-225 - new section added to conform with the statutory requirement that the board promulgate regulations for a voluntary compliance audit.

18 VAC 135-20-240 - amending to clarify more types of records which the board may request from a licensee.

18 VAC 135-20-260 - amending to change the section title to "Prohibited Acts" to better describe actions that violate standards of conduct and describing which actions may result in a violation. Adding specific actions of "failing to safeguard the interests of the public" and "engaging in improper, fraudulent or dishonest conduct."

18 VAC 135-20-270 - amending the "conflict of interest" section to clarify language, conform language to statutory change and to remove language covered in another section.

18 VAC 135-20-280 - amending the "paying an improper brokerage commission" section to clarify and simplify the language to cover current business practices.

18 VAC 135-20-290 - amending the "improper dealings" section to clarify the language concerning advertising and to remove language covered in the law.

18 VAC 135-20-300 - amending the "misrepresentation or omission" section to conform with statutory changes.

18 VAC 135-20-310 - amending the "improper delivery of instruments" section to add relevant citations to the Code of Virginia and to conform with statutory changes.

18 VAC 135-20-360 - amending the education requirements and standards section to clarify language, increase the standards to teach pre-license education and decrease course approvals from five to three years.

Flood Instruction Continuing Education Requirement Notice Letter Mailed to Brokers & Experienced Salespersons

The Real Estate Board mailed the following letter in August to all active and inactive brokers and experienced salespersons informing them of the new license renewal/activation requirement to complete continuing education instruction on flood hazard areas and the National Flood Insurance Program:

The 2015 Virginia General Assembly approved [HB 2295](#) to require certain active real estate licensees complete continuing education in “flood hazard areas and the National Flood Insurance Program” (Flood Instruction) as a condition for license renewal. Flood Instruction content will be included in Real Estate Board-approved continuing education (CE) courses under the Legal Updates (LU) subject area, some as early as October 1, 2015. All Board-approved LU CE courses will include Flood Instruction content beginning January 1, 2016, the effective date of the new law.

The new law applies to active brokers and active experienced salespersons (those salespersons who have renewed their license at least one time). Brokers and experienced salespersons on inactive status will only need to complete Flood Instruction CE when they wish to activate their license after December 31, 2015.

All active brokers and active experienced salespersons who renew their license after December 31, 2015, must complete a Board-approved **LU CE course that includes Flood Instruction** to

renew their license. If you renew your license after December 31, 2015, and you already completed a Board-approved LU CE course that DID NOT include Flood Instruction, you will receive Real Estate Related (Elective) credit *instead of LU credit* for that course—and **you still must take a LU course with Flood Instruction** to renew your active license.

We recommend you contact Board-approved education providers to determine when they will begin offering LU CE courses with Flood Instruction. During the week of October 5, 2015, the Continuing Education course listing posted on the Board’s [website](#) will include those Board-approved LU classes offering Flood Instruction. Lists of all Board-approved education providers and CE courses can be accessed by clicking on the **Education and Exams** tab on the Board’s [website](#).

Please contact the Board’s Education Section at 804-367-2406 or reschool@dpor.virginia.gov with any questions.

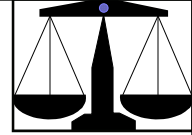
Sincerely,

Virginia Real Estate Board





BOARD DISCIPLINARY ACTIONS



The Real Estate Board (Board) licenses or certifies real estate salespersons, brokers, firms, proprietary schools and pre-license instructors. If a complaint is filed against a licensee who is subject to the laws and regulations of the Board, the complaint is reviewed by the Compliance and Investigations Division (CID) of DPOR to determine if a violation of these laws or regulations may have occurred. If there is probable cause of a violation, an investigation is initiated. If the investigation reveals that one or more violations may have occurred, the licensee receives notice to appear at an informal fact-finding conference (IFF) to address these alleged violations.

In some cases the licensee may be offered a pre-IFF Consent Order. A Consent Order is an agreement between the licensee and the Board consisting of specific violations and sanctions. Pre-IFF Consent Orders eliminate the time and expense associated with conducting an IFF.

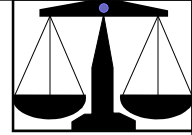
If an IFF is held, a recommendation from the IFF hearing officer consisting of proposed violations and sanctions is submitted to the Board for consideration at its next meeting. The Board can take the following disciplinary actions against a licensee: assess a monetary penalty; suspend or revoke a license; place an individual on probation; require additional education; or deny renewal. A licensee can continue to practice throughout the disciplinary process until the Board either revokes or suspends his license.

The following disciplinary actions from the Board's May and July 2015 meetings can be viewed at [DPOR License Lookup](#). First, type the licensee's name in the "Search Text" box. Then click the "Search" button. Then click the "Complaints" tab. Then click on the highlighted "File ID" number link. The Order and Report of Findings for that case will appear.

| <u>Case Number</u> | <u>Licensee</u> | <u>Violations & Sanctions</u> |
|--------------------|---|---|
| 2014-02097 | Rocio Benavides Manassas, VA | 18 VAC 135-20-260 - Unworthiness & Incompetence 6 hours Continuing Education, Three-year License Probation with Quarterly Reporting |
| 2015-00529 | Leslie L. Carpenter Bluemont, VA | 18 VAC 135-20-300 - Misrepresentation/Omission §54.1-2132.A.4 - Failure to Exercise Ordinary Care \$1050 Monetary Penalty, \$150 Board Costs, 7 hours Cont. Education |
| 2015-01343 | Janelle J. Larco Leesburg, VA | 18 VAC 135-20-300 - Misrepresentation/Omission §54.1-2132.A.4 - Failure to Exercise Ordinary Care \$1050 Monetary Penalty, \$150 Board Costs, 7 hours Cont. Education |
| 2015-00938 | William V. Burke Woodbridge, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$500 Monetary Penalty, \$150 Board Costs |
| 2015-00911 | Tracy L. Kerzanet Midlothian, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$200 Monetary Penalty, \$150 Board Costs |
| 2015-00997 | Paul M. Herrick Hamilton, VA | 18 VAC 135-20-310 - Delivery of Instruments \$750 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2014-02455 | Josephine A. Pascarella Virginia Beach, VA | 18 VAC 135-20-260 - Unworthiness & Incompetence (2 counts) \$3000 Monetary Penalty, 6 hours Continuing Education, Broker License Revocation with Simultaneous Issue of Salesperson License |
| 2015-00394 | Josephine A. Pascarella Virginia Beach, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$900 Monetary Penalty |
| 2015-00461 | Deborah D. Leiba Alexandria, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$250 Monetary Penalty, \$150 Board Costs |



DISCIPLINARY ACTIONS (Cont.)



| <u>Case Number</u> | <u>Licensee</u> | <u>Violations & Sanctions</u> |
|--------------------|---|--|
| 2015-00637 | Bing S. D. Wang Herndon, VA | 18 VAC 135-20-260 - Unworthiness & Incompetence (2 counts) \$500 Monetary Penalty, 6 hours Continuing Education, Three-year License Probation with Quarterly Reporting |
| 2015-00059 | Andrew M. DeMaree Richmond, VA | 18 VAC 135-20-260 - Unworthiness & Incompetence \$1500 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2014-02361 | Michael G. Shockley Chantilly, VA | 18 VAC 135-20-260 - Unworthiness & Incompetence \$1650 Monetary Penalty, License Revocation |
| 2015-00219 | Randy M. Sciangula Virginia Beach, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$500 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-00799 | Patricia A. Rudd Mechanicsville, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$400 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-00981 | Stephen M. Fox Fairfax Station, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$500 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-01055 | Cornelia H. Schwartzman Spotsylvania, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$500 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-01065 | Wayne A. Lee Woodbridge, VA | 18 VAC 135-20-300 - Misrepresentation/Omission \$550 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-01428 | John F. Hall Manassas, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$300 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-01541 | John C. Thatcher Richmond, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$400 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2014-03442 | Irene C. Lewin Onancock, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts 54.1-2131.A.4 - Failure to Exercise Ordinary Care \$1500 Monetary Penalty, \$150 Board Costs, 6 hours Cont. Education |
| 2015-01661 | Janet A. McCarraher Virginia Beach, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$400 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-00217 | Nina M. Boyce Gatesville, NC | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts 18 VAC 135-20-310 - Delivery of Instruments \$1150 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-00682 | Lisa G. Ware Vienna, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$500 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-01963 | Christian J. Tak Fairfax, VA | 18 VAC 135-20-260 - Unworthiness & Incompetence \$1000 Monetary Penalty, License Revocation |
| 2015-00455 | Natisha L. Thompson Bristow, VA | 18 VAC 135-20-260 - Unworthiness & Incompetence \$1500 Monetary Penalty, \$150 Board Costs, 8 hours Continuing Education, Two-year License Probation with Quarterly Reporting |
| 2014-02920 | Edward J. Daminski Fredericksburg, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$300 Monetary Penalty, 2 hours Continuing Education |



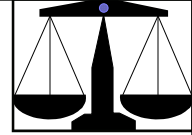
DISCIPLINARY ACTIONS (Cont.)



| Case Number | Licensee | Violations & Sanctions |
|--------------------|---|--|
| 2014-01285 | Kimberle A. Rizzo Virginia Beach, VA | §54.1-2135.A.2 - Failure to Exercise Ordinary Care (2 counts) \$500 Monetary Penalty, 5 hours Continuing Education |
| 2015-01063 | Jennifer Merel Stafford, VA | 18 VAC 135-20-210 - Disclosure of Interest 18 VAC 135-20-260 - Unworthiness & Incompetence \$1300 Monetary Penalty, \$150 Board Costs, 5 hours Cont. Education |
| 2015-01842 | Mahmood Ahmad McLean, VA | 18 VAC 135-20-260 - Unworthiness & Incompetence \$150 Board Costs, One-year License Suspension |
| 2013-02412 | Kimberly J. Curtis Chester, VA | 18 VAC 135-20-260 - Unworthiness & Incompetence \$750 Monetary Penalty |
| 2015-00086 | Steven M. Van Kirk Williamsburg, VA | 18 VAC 135-20-260 - Unworthiness & Incompetence 18 VAC 135-20-300 - Misrepresentation/Omission \$2000 Monetary Penalty, \$150 Board Costs, 7 hours Cont. Education |
| 2015-00418 | Dianne Rastelli Gainesville, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$500 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-00424 | Terry L. Plummer Oak Hill, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$400 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-00426 | Marvin M. Bergida Front Royal, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$100 Monetary Penalty, \$150 Board Costs |
| 2015-00459 | Sean C. Blanchette Nokesville, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$500 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-00460 | Rebecca M. Miller Warrenton, VA | 18 VAC 135-20-180 - Mainten. & Manage. Escrow Accounts (3 counts) \$1100 Monetary Penalty, \$150 Board Costs, 6 hours Cont. Education |
| 2015-00883 | Diane U. Le Fairfax, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts 18 VAC 135-20-260 - Unworthiness & Incompetence \$2500 Monetary Penalty, \$150 Board Costs, 7 hours Cont. Education |
| 2014-02214 | Joshua J. Allen Lynchburg, VA | 18 VAC 135-20-260 - Unworthiness & Incompetence \$2500 Monetary Penalty, \$150 Board Costs, 9 hours Continuing Education, Three-year License Probation with Annual Reporting |
| 2015-02153 | William L. Shumate, IV Richmond, VA | 18 VAC 135-20-310 - Delivery of Instruments §54.1-2132.A.4 - Failure to Exercise Ordinary Care \$200 Monetary Penalty, \$150 Board Costs, 4 hours Cont. Education |
| 2015-01923 | Nichole M. Bouchet Arlington, VA | 18 VAC 135-20-310 - Delivery of Instruments \$750 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-01285 | Ryan E. Harrell Suffolk, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts \$500 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-01199 | Mario R. Ruiz Kernersville, NC | 18 VAC 135-20-260 - Unworthiness & Incompetence (2 counts) \$850 Monetary Penalty, \$150 Board Costs, 4 hours Cont. Education, Board waives \$550 of Monetary Penalty |
| 2015-01068 | David M. Amory, III Suffolk, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts 18 VAC 135-20-300 - Misrepresentation/Omission \$800 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |



DISCIPLINARY ACTIONS (Cont.)



| <u>Case Number</u> | <u>Licensee</u> | <u>Violations & Sanctions</u> |
|--------------------|---|---|
| 2015-00953 | Ashley N. Brooks King George, VA | 18 VAC 135-20-180 - Maintenance & Management Escrow Accounts 18 VAC 135-20-310 - Delivery of Instruments \$700 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-00695 | Colleen M. Kovach Norfolk, VA | 18 VAC 135-20-310 - Delivery of Instruments \$650 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-00652 | Stanley Palivoda Dahlgren, VA | §54.1-2131.A.4 - Failure to Exercise Ordinary Care \$500 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2014-02718 | Christopher J. Chadwick Bethesda, MD | 18 VAC 135-20-220 - Disclosure of Brokerage Relationships \$350 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2014-02511 | Matthew E. Drane Washington, D.C. | 18 VAC 135-20-220 - Disclosure of Brokerage Relationships \$350 Monetary Penalty, \$150 Board Costs, 3 hours Cont. Education |
| 2015-02114 | Randall E. Robinson Macon, NC | 18 VAC 135-20-260 - Unworthiness & Incompetence \$300 Monetary Penalty, \$150 Board Costs |
| 2013-00442 | Legum & Norman Realty, Inc Falls Church, VA | 18 VAC 48-50-190.A.17- Failing to Safeguard the Public (2 counts) \$4500 Monetary Penalty |

2015 Virginia Governor's Housing Conference

The 2015 Virginia Governor's Housing Conference will be held November 18-20, 2015, at the Hampton Roads Convention Center in Hampton. Conference information is available [here](#)



The Governor's Housing Conference connects Virginia's affordable housing providers with funders, lenders, Realtors®, nonprofits, public officials and resources to improve housing in Virginia's communities. The conference provides stimulating and thought-provoking information and educational sessions led by experts in housing, finance and development. Each year more than 800 people from throughout Virginia participate in the Governor's Housing Conference to take advantage of excellent professional development, incredible networking and valuable training opportunities. It is Virginia's largest and most comprehensive affordable housing event of the year.

Dr. Elliot Eisenberg is this year's keynote speaker. Dr. Eisenberg is a nationally-acclaimed economist and public speaker specializing in making the arcane and minutia of economics fun, relevant and educational. Eisenberg, formerly a senior economist with the National Association of Home Builders in Washington D.C., is a frequent speaker on topics including economic forecasts, economic impact of industries such as homebuilding and tourism, consequences of government regulation, strategic business development and other current economic issues.

DPOR Staff

Jay DeBoer, Director
 Nick Christner, Deputy Director
 Mark Courtney, Senior Director
 Lizbeth Hayes, Director
 Fair Housing Office



Real Estate Board Staff

Christine Martine
 Executive Director
 Kevin Hoeft
 Education Administrator
 Jeffrey Williams
 Board Administrator
 Emily Trent
 Administrative Assistant

Board Contact Information

Executive Director - 804-367-8552
 Licensing Section - 804-367-8526
 Education Section - 804-367-2406
 Fax Number - 866-826-8863
 E-mail - REBoard@dpor.virginia.gov
 Internet - www.dpor.virginia.gov
 DPOR Main Number - 804-367-8500
 Complaints Section - 804-367-8504

Board Licensees as of September 1, 2015

| <u>License Type</u> | <u>Number</u> |
|-----------------------------------|---------------|
| Principal Brokers (Active) - | 4,694 |
| Associate Brokers (Active) - | 5,680 |
| Sole Proprietors (Active) - | 1,348 |
| Inactive Brokers/Sole Proprietors | 1,079 |
| Salespersons (Active) - | 36,221 |
| Inactive Salespersons - | 8,799 |
| Real Estate Firms - | 4,695 |
| Firms (Branch Offices) - | 664 |
| Firms (Sole Proprietors) - | 1,365 |
| Firms (Business Entities) - | 1,771 |
| Proprietary Schools - | 177 |
| Pre-license Instructors - | 573 |
| Total Licensees - | 67,066 |

Various Real Estate Application Video Tutorials on YouTube at:

<http://www.youtube.com/user/VirginiaDPOR>

- Online Salesperson Transfer
- Online Renewal and Services Registration
- Broker License Activate/Transfer
- Salesperson License Activate/Transfer



<http://www.facebook.com/VirginiaDPOR>

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 Scheduled maintenance and service interruptions
 Office hours, holiday schedules, or weather delays
 Links to relevant articles, newsletters & releases