

# DOOR TO DOOR

Tennessee Real Estate Commission Newsletter

FALL 2023

## 2023 MEETING CALENDAR

**TREC Commission Meeting**  
**November 8, 2023**  
*Nashville*

**TREC Commission Meeting**  
**December 6, 2023**  
*Nashville*

**Tentative Formal Hearing**  
**December 7, 2023**  
*Nashville*

## LICENSING STATISTICS

PROFESSION	COUNT
Acquisition Agent License	237
Affiliate Brokers	32,842
Designated Agent	204
RE Brokers	7,745
Real Estate Firm	4,801
Time Share Exempt	149
Time Share Registrations	23
Time Share Sale	823
Vacation Lodging Service	217

## DIRECTOR'S NOTE



I am Denise Baker, and I am excited to join TREC as its Executive Director. In the eight (8) weeks as TREC's Executive Director, I can attest to the commitment, dedication, and talent of TREC's staff, which makes me even more excited to start this new chapter with all of you. I am eager to work with the TREC commissioners, real estate licensees, and the general public, in a manner that will meet your expectations.

This quarterly publication will be issued to provide information on rule changes, real estate education news, and process updates. It is my goal to constantly improve your experience and interaction with TREC and to fulfill the Department's mission of protecting citizens and empowering professionals. Please reach out with any questions, concerns, or recommendations at [trec.info@tn.gov](mailto:trec.info@tn.gov).

*Denise Beard Baker - Executive Director*

## NEWS AND UPDATES

### EDUCATION UPDATES

What is one of the most important compliance requirements for your license as a real estate professional in Tennessee? It is your continuing education requirement. The sixteen (16) hours of required education includes ten (10) hours of elective courses, and six (6) hours of the current TREC CORE course. This requirement does not apply to newly licensed real estate brokers, who are required to complete one hundred twenty (120) hours of continuing education within three (3) years from the original date of their broker license issuance.

TREC recently approved new courses that will enlarge your horizons both professionally and personally. To fully engage our licensees in the possibilities of enlarging their horizons, TREC has a tool to review Provider/Courses listings, located at [www.tn.gov/commerce/regboards/trec/education/courses](http://www.tn.gov/commerce/regboards/trec/education/courses). There, you can search for an area of expertise, current knowledge, and interests. Courses include, buying and selling transactions, ethics, and professional acumen in new areas like AI, ChatGPT, and personal safety courses. As a TREC licensee, review the listings of courses and determine where your interests lie, to help provide a better understanding for your colleagues and clients.

### CORE UPDATES

When logging into [core.tn.gov](http://core.tn.gov) you will have to create a new account. Please be sure to use the same email address used to establish your original account. If that email address is used, it will link to the appropriate CORE license.

TREC's licensing system, CORE, has a feature called "authorized representative." This feature allows licensees to designate an authorized representative to manage their CORE licensing account in a way that meets their needs. An authorized representative is granted all access to submit any transaction available for your license. An authorized representative should be an office manager or principal/managing broker. An authorized representative should be familiar with all license and renewal requirements, including but not limited to, continuing education and errors and omissions insurance.

### NEW COMMISSION MEMBER

Governor Bill Lee appointed Mike Gaughan to the Tennessee Real Estate Commission as an industry member representing Middle Tennessee. We would like to welcome Commissioner Gaughan to TREC.

## NEWS AND UPDATES (CONT'D)

### NEW COMMISSION MEMBERS (CONT'D)

Here is more information on the make-up and requirements of the Commission:

#### 62-13-201. Creation -- Members.

- (a) There is created the Tennessee real estate commission, referred to in this part as the "commission," which consists of nine (9) members appointed by the governor, each of whom shall be a resident of this state and shall possess good moral character.
- (b) Seven (7) of the members shall each have been principally engaged as a licensed broker or affiliate broker in this state for at least five (5) years prior to the date of the member's appointment and shall be of recognized business standing.
- (c) Each of the remaining two (2) members of the commission shall be a person who is not engaged in or conducting the business or acting in the capacity of a real estate broker or affiliate broker, nor shall the two (2) remaining members be engaged in the business of real estate financing or development.
- (d) (1) Every member of the commission shall be appointed for a term of five (5) years and shall serve until a successor is appointed and qualifies by subscribing to the constitutional oath of office, which shall be filed with the secretary of state.  
 (2) Any vacancy occurring on the commission shall be filled by the governor for the unexpired term.  
 (3) No members shall be appointed to succeed themselves for more than one (1) full term.  
 (4) The governor may remove any member of the commission for misconduct, incompetency or willful neglect of duty.  
 (5) Three (3) members shall be appointed from the eastern grand division, three (3) members shall be appointed from the middle grand division and three (3) members shall be appointed from the western grand division. No more than one (1) of the members appointed pursuant to subsection (c) shall reside in the same grand division. No more than three (3) of the members appointed pursuant to subsection (b) shall reside in the same grand division.
- (6) In making appointments to the commission, the governor shall strive to ensure that at least one (1) person serving on the commission is sixty (60) years of age or older and that at least one (1) person serving on the commission is a member of a racial minority.

## DISCIPLINARY ACTION REPORTS

Respondent	Location	Violation	Action	Date
Cortney Hope Peterson	Crossville, TN	Making unsubstantiated selling claims and misleading statements	\$500 civil penalty	7/27/2023
Amy Elizabeth Evans	Oak Ridge, TN	Advertising violation	\$500 civil penalty	7/20/2023
Jeff D. Brown, Jr.	Mount Juliet, TN	Failure to provide written proof of disclosure of personal interest	\$1,000 civil penalty	7/17/2023
Impact Realty of Columbia	Columbia, TN	Conducting and advertising a CE in a brokerage firm	\$500 civil penalty	7/27/2023
Stumbo Real Estate d/b/a Exit Realty Stumbo	Dayton, TN	CE course advertised in conjunction with an advertisement for a brokerage or firm	\$500 civil penalty	7/24/2023
Rebuilt Brokerage, LLC	Nashville, TN	Advertising violation	\$1,000 civil penalty	7/18/2023
Rebuilt Brokerage, LLC	Nashville, TN	Advertising violation	\$1,000 civil penalty	7/18/2023
Andrea Lynn Puckett	Johnson City, TN	Failure to supervise an affiliate due to advertising violation	\$1,000 civil penalty	8/4/2023
Michael F. Hays	Brentwood, TN	Paying or accepting, giving or charging an undisclosed commission	\$1,000 civil penalty	8/10/2023
Megan Renae Dotson	Hendersonville, TN	Paying or accepting, giving or charging any undisclosed commission, rebate, compensation or profit for expenditures for a principal	\$1,000 civil penalty	8/28/2023
Zach Lemaster	Cheyenne, WY	Unlicensed activity	\$1,000 civil penalty	8/15/2023
Jo A. Mathes	Bartlett, TN	Making unsubstantiated selling claims or misleading statements	\$1,000 civil penalty	8/17/2023
Kelly's Property Management	Johnson City, TN	Unlicensed activity	\$1,000 civil penalty	8/11/2023
Steve G. Fridrich	Nashville, TN	Failure to supervise an affiliate due to lapse in affiliate's E&O insurance	\$200 civil penalty	9/25/2023
Catherine B. Cates	Allons, TN	Failure to supervise an affiliate due to lapse in affiliate's E&O insurance	\$400 civil penalty	9/25/2023
John O. "Neal" Clayton, Jr.	Nashville, TN	Failure to supervise an affiliate due to lapse in affiliate's E&O insurance	\$200 civil penalty	9/27/2023
Kurt J. Steckel	Nashville, TN	Failure to supervise an affiliate due to lapse in affiliate's E&O insurance	\$400 civil penalty	9/22/2023
George B. Tomin, Jr.	Nashville, TN	Failure to supervise an affiliate due to lapse in affiliate's E&O insurance	\$200 civil penalty	9/25/2023
Kimberly Bush	Gordonsville, TN	Advertising violation	\$500 civil penalty	9/29/2023
Ethan Seago	Columbia, TN	Failure to maintain E&O insurance	\$400 civil penalty	9/29/2023
Vanguard Investments, Inc.	Knoxville, TN	Advertising violation	\$500 civil penalty	9/19/2023