

DOOR TO DOOR

Tennessee Real Estate Commission Newsletter

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2020 MEETING CALENDAR

July 8-9
Nashville

August 12-13
Nashville

September 9-10
Nashville

October 8-9
East Tennessee

November 12-13
Nashville

December 9-10
Nashville

LICENSING STATISTICS

PROFESSION	COUNT
Acquisition Agent License	170
Acquisition Agent Registration	42
Acquisition Representative	2,330
Affiliate Brokers	30,763
Designated Agent	130
RE Brokers	7,882
Real Estate Firm	4,301
Time Share Exempt	161
Time Share Registrations	33
Time Share Sale	1,017
Vacation Lodging Service	143

DIRECTOR'S NOTE



I hope everyone is staying safe and healthy. Here at the Commission there have been a lot of changes since the original stay at home order was issued in March. The staff and I have been working remotely and the Commission has been meeting electronically. Even though we are working remotely, it is still business as usual. Our team is fully operational, working normal business hours and we are reachable via phone and email. Please feel free to contact us with your questions, concerns, or recommendations at trec.info@tn.gov.

Caitlin Maxwell, Executive Director

NEWS AND UPDATES

COVID-19 EXECUTIVE ORDER

The Tennessee Real Estate Commission (TREC) is monitoring the outbreak of COVID-19 and its impact. We have created a page on our website as a central location for news and information geared towards applicants, licensees and firms. TREC remains fully operational and can be reached by email or phone during normal business hours. Due to Governor Lee's Executive Order Numbers 15 & 36, there has been an extension on education for those whose license expires between 3/12/2020- 6/30/2020. If your expiration falls during the above referenced period, you can submit your education without penalty by 6/30/2020.

CLASSROOM COURSES

In addition, on April 8, 2020, TREC approved licensed "classroom" courses to be offered virtually. This allowance will run through December 31, 2020. Providers will be required to proctor the course to ensure students are logged in for the entirety of the course and engaged during the course. For more information, please visit our Education tab [here](#).

TESTING

PSI, the state contracted testing vendor, is back open as of May 1, 2020 at select locations. If you have an agent testing you may have experienced longer than normal wait times and delayed testing availability. PSI is working hard to manage the increased volume after being closed. They are also working within social distance guidelines to keep all candidates safe. They are currently operating at 50% capacity to meet all guidelines. For more information, please visit PSI's site [here](#).

NEW TREC FORMS

If you have seen the new TREC 1, for individuals, or the TREC 2, for firms, you know that it has a slightly different look. The goal was to simplify the form and get rid of many of the transactions that no longer require a fee. There are also questions now associated with transaction to act as a reminder of the requirements prior to proceeding with the change. You will also notice that broker release is no longer on either form. This is because this transaction can now be done online through the Principal Broker's core. tn.gov account. This allows the broker to maintain a summary of the transaction. It also avoids the issues we were having with these applications getting lost in the mail. Since there is no money associated, they are hard for us to track.

However, through core.tn.gov the principal broker can track the application and we can as well. Here are links to both forms: [TREC1](#) and [TREC2](#).

RENEWAL QUESTIONS

If you have renewed your license in the last couple months you might notice there are additional questions being asked related to licensing requirements. One of the biggest issues we run into is licensees paying without completing the rest of the requirements. Many licensees reach out to us months later not understanding why their license was not renewed since they paid. Based on law & rule, a licensee must meet all requirements prior to their license being renewed. A large amount of the confusion surrounds the required renewal education. Below is a breakdown of the requirements for education:

- **Affiliate Licensees:** Every two (2) years, as a requisite for the reissuance of an affiliate broker's license originally issued on or after July 1, 1980, the affiliate broker shall furnish certification of satisfactory completion of sixteen (16) classroom hours in real estate courses at any school, college or university approved by the commission.
- **Broker Licensees:** Within a period of three (3) years from the date of issuance of an original broker's license, the licensee shall, as a requisite for the reissuance of the license, furnish certification of satisfactory completion of an additional one hundred twenty (120) classroom hours in real estate at any school, college or university approved by the commission. Beginning with the license period immediately following the license period in which the licensee completes the one hundred twenty (120) hours of education specified in this subsection (h), the licensee of a broker's license originally issued after January 1, 2005, every two (2) years shall furnish certification of satisfactory completion of sixteen (16) classroom hours in real estate courses at any school, college or university approved by the commission as a requisite for the reissuance of the license.

NEW COMMISSION MEMBERS

Since the Fall 2019 Newsletter, there have been a few new faces added to the Commission. We would like to welcome Stacey Torbett, Joe Begley, and Steve Guinn to the Commission. Joe & Stacey are both from East Tennessee and Steve is from West Tennessee. Joe and Steve are both serving in industry member positions and Stacey joins the Commission in a public member position.

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 REPORT | JULY, 2019

Real Estate Commission	Melissa Crabtree	Clarksville, TN	Failure to supervise an affiliate	\$400 civil penalty	07/10/2019
Real Estate Commission	Shirley A. Robins	Big Sandy, TN	Failure to supervise an affiliate	\$200 civil penalty	07/12/2019
Real Estate Commission	Summer O'Neill	Lafayette, TN	Failing to interplead earnest money funds within 21 calendar days from the date of the request for disbursement	\$500 civil penalty	07/23/2019
Real Estate Commission	James "Jay" Grant	Jackson, TN	Failure to exercise reasonable skill and care	\$1,000 civil penalty	07/23/2019
Real Estate Commission	Kevin Scott Fulton	Brentwood, TN	Failure to supervise affiliate's E&O insurance	\$400 civil penalty	07/23/2019
Real Estate Commission	Outdoor Resorts at Gatlinburg, Inc.	Gatlinburg, TN	Unlicensed activity	\$1,000 civil penalty	07/23/2019
Real Estate Commission	Felecia Dawn Magro	Collierville, TN	Continuing to engage in practice of real estate following expiration of Respondent's license; failure to transfer affiliate timely	\$500 civil penalty	07/24/2019
Real Estate Commission	David Huffaker	Mount Juliet, TN	Advertising violation	\$500 civil penalty	07/24/2019
Real Estate Commission	Max "Griffin" Elkington	Memphis, TN	Failure to supervise affiliate's E&O insurance	\$200 civil penalty	07/24/2019
Real Estate Commission	Timothy Green	Davison, MI	Failure to supervise affiliate's E&O insurance	\$400 civil penalty	07/24/2019
Real Estate Commission	John David Coulton	Nashville, TN	Failure to supervise affiliate's E&O insurance	\$400 civil penalty	07/24/2019
Real Estate Commission	Karen Thompson	Memphis, TN	Failure to supervise affiliate's E&O insurance	\$400 civil penalty	07/31/2019
Real Estate Commission	Maria A. Chavez	Chattanooga, TN	Failure to supervise affiliate's E&O insurance	\$200 civil penalty	07/31/2019
Real Estate Commission	Shawn Michael Matthews	Cleveland, TN	Failure to supervise affiliate's E&O insurance	\$200 civil penalty	07/31/2019
Real Estate Commission	Knox Staytion, LLC	Knoxville, TN	Unlicensed activity	\$1,000 civil penalty	07/31/2019
Real Estate Commission	Gary Jernigan	Murfreesboro, TN	Violation of Tennessee Real Estate Broker License Act	4 hours of continuing education in Fair Housing	07/31/2019

DISCIPLINARY ACTION REPORT | AUGUST, 2019

Real Estate Commission	Stacey Orman	Knoxville, TN	Failure to supervise affiliate's E&O insurance	\$400 civil penalty	08/06/2019
Real Estate Commission	Jessica Grace Williams	Nashville, TN	Failure to supervise affiliate's E&O insurance	\$200 civil penalty	08/06/2019
Real Estate Commission	Quentin Dennard Campbell	Murfreesboro, TN	Engaging in improper, fraudulent, or dishonest dealing(s)	\$1,000 civil penalty plus completion of one educational course related to ethics	08/07/2019
Real Estate Commission	Blue Mist Cabins	Sevierville, TN	Unlicensed activity	\$8,000 civil penalty	08/07/2019
Real Estate Commission	Hometown Realty LLC	Knoxville, TN	Failure to market property in accordance with the terms of the listing agreement	\$250 civil penalty plus four hours of continuing education in agency	08/13/2019
Real Estate Commission	David Lucas Hutson	Brentwood, TN	Advertisement violations and unlicensed activity	\$2,000 civil penalty	08/22/2019
Real Estate Commission	Stone Realty and Auction Co., Inc.	Tazewell, TN	Failure to diligently exercise reasonable skill and care	\$1,000 civil penalty	08/22/2019
Real Estate Commission	Fourmidable South, LLC	Jefferson City, TN	Failure to respond to the complaint	\$1,000 civil penalty	08/22/2019
Real Estate Commission	ArrowDoor Properties, LLC	Knoxville, TN	Unlicensed activity	\$1,000 civil penalty	08/22/2019
Real Estate Commission	April McIntire	Ashland City, TN	Failure to supervise affiliate's E&O insurance	\$200 civil penalty	08/27/2019
Real Estate Commission	Leah Douglas-Wooten	Memphis, TN	Failure to supervise affiliate's E&O insurance	\$400 civil penalty	08/27/2019
Real Estate Commission	Mountain View Property Management, LLC	Chattanooga, TN	Employing a non-licensed person to provide leasing, property management, and other broker activities	\$1,000 civil penalty	08/27/2019

DISCIPLINARY ACTION REPORT | SEPTEMBER, 2019

Real Estate Commission	James Clinton Bunn	Nashville, TN	Failure to supervise affiliate's E&O insurance	\$400 civil penalty	09/06/2019
Real Estate Commission	Stan Snipes	Nashville, TN	Failure to supervise affiliate's E&O insurance	\$400 civil penalty	09/06/2019
Real Estate Commission	Raymond Sowell	Germantown, TN	Failure to supervise affiliate's E&O insurance	\$400 civil penalty	09/06/2019
Real Estate Commission	1st Choice Realtor, LLC	Nashville, TN	Failing within a reasonable time to account for or to remit moneys coming into licensee's possession that belong to others	\$1,000 civil penalty	09/06/2019
Real Estate Commission	Jim Oakley	Knoxville, TN	Failure to supervise affiliate's E&O insurance	\$1,000 civil penalty	09/17/2019
Real Estate Commission	Higher Tech Realty TN, LLC	Franklin, TN	Advertising violation	\$500 civil penalty	09/17/2019

DISCIPLINARY ACTION REPORT | SEPTEMBER, 2019 (CONT'D)

Real Estate Commission	Tandem Realty, LLC	Nashville, TN	Failing, within a reasonable time, to account for or to remit any moneys coming into the licensee's possession that belong to others	\$500 civil penalty	09/19/2019
Real Estate Commission	Lisa Kennedy	Clarksville, TN	Failure to supervise affiliate's E&O insurance	\$400 civil penalty	09/30/2019

DISCIPLINARY ACTION REPORT | OCTOBER, 2019

Real Estate Commission	D&K Management	Knoxville, TN	Failure to comply with firm requirements for branch offices	\$1,000 civil penalty	10/01/2019
Real Estate Commission	Tishia Morris	Pigeon Forge, TN	Failure to supervise affiliate's E&O insurance	\$1,000 civil penalty	10/16/2019
Real Estate Commission	Igor A. Lazurenko	Church Hill, TN	Advertising violations	\$1,000 civil penalty	10/18/2019
Real Estate Commission	Scott Poirier	Nashville, TN	Unlicensed activity	\$1,000 civil penalty	10/18/2019
Real Estate Commission	Jacqueline Roelke	Franklin, TN	Failure to notify Commission about conviction within 60 days of conviction	Revocation of affiliate broker license	10/29/2019
Real Estate Commission	Jessica Warner	Murfreesboro, TN	Advertising violations	\$500 civil penalty	10/30/2019

DISCIPLINARY ACTION REPORT | NOVEMBER, 2019

Real Estate Commission	Leslie Alison	Nashville, TN	Failure to exercise reasonable skill and care plus failure to provide duties owed to all parties	\$1,000 civil penalty plus four hours of continuing education in contracts	11/19/2019
Real Estate Commission	James Youngblood	Franklin, TN	Failure to exercise reasonable skill and care	\$1,000 civil penalty	11/19/2019
Real Estate Commission	Charles McGuire	Nashville, TN	Failure to supervise affiliate's E&O insurance	\$400 civil penalty	11/19/2019

DISCIPLINARY ACTION REPORT | DECEMBER, 2019

Real Estate Commission	Ahmad Jamil Washington	Nashville, TN	Advertising violation	\$500 civil penalty	12/16/2019
Real Estate Commission	Stefanie King	Brentwood, TN	Failure to obey the lawful instructions of their client, and failure to exercise reasonable skill and care	\$500 civil penalty plus four hours of continuing education in agency or client representation	12/19/2019
			Failure to exercise reasonable skill and care plus		

DISCIPLINARY ACTION REPORT | JANUARY, 2020

Real Estate Commission	Clinton Morford	Clarksville, TN	\$1,000 civil penalty plus continuing education	Advertising violations	01/07/2020
Real Estate Commission	Donna Tisdale	Brentwood, TN	\$1,000 civil penalty plus continuing education in contracts	Failure to exercise reasonable skill and care	01/07/2020
Real Estate Commission	Tammy Lynn Hawk	Bristol, TN	Revocation of real estate broker license	Failure to notify commission of conviction within sixty days	01/07/2020
Real Estate Commission	Noreen McConnell	Sevierville, TN	\$1,000 civil penalty plus \$200 in costs	Failure to provide each office with a real estate firm license, principal broker, and a fixed location; and failure to obtain additional firm license for each branch office	01/15/2020
Real Estate Commission	Vernie Carmack	Cookeville, TN	\$1,000 civil penalty plus four hours of continuing education in contracts	Failure to exercise reasonable skill and care	01/15/2020
Real Estate Commission	Dortch Oldham, Jr.	Nashville, TN	\$500 civil penalty plus four hours of continuing education in contracts	Failure to exercise reasonable skill and care	01/15/2020
Real Estate Commission	Domingo "Tony" Carletello	Nashville, TN	Four hours of continuing education in contracts	Failure to timely deliver client's notice of termination prior to end of inspection period	01/28/2020
Real Estate Commission	Adrian Varzaru	Knoxville, TN	\$750 civil penalty plus four hours of continuing education in contracts	Failure to exercise reasonable skill and care	01/30/2020
Real Estate Commission	Todd Clouser	Jackson, TN	\$2,000 civil penalty plus four hours of continuing education in contracts	Failure to timely receive and forward an offer to the property seller	1/31/2020

DISCIPLINARY ACTION REPORT | FEBRUARY, 2020

Real Estate Commission	Jennifer Lynn Foster	Knoxville, TN	Failure to exercise reasonable skill and care	\$500 civil penalty	2/7/2020
Real Estate Commission	Jennifer McMillion	Clarksville, TN	Failure to exercise reasonable skill and care	\$500 civil penalty plus four hours continuing education in contracts	2/7/2020
Real Estate Commission	Phyllis Ann Hobbs	Lebanon, TN	Advertising violation(s)	\$500 civil penalty	2/11/2020
Real Estate Commission	David Sanders	Johnson City, TN	Failure to exercise reasonable skill and care	\$1,000 civil penalty plus completion of a principal broker core class	2/25/2020
Real Estate Commission	Sue Acee	Sevierville, TN	Failure to supervise affiliate's E&O insurance	\$200 civil penalty	2/25/2020
Real Estate Commission	Sarah DeWitt	Johnson City, TN	Unlicensed activity	\$1,000 civil penalty	2/26/2020
Real Estate Commission	Tony Thomas	Dandridge, TN	Failure to supervise affiliate's E&O insurance	\$400 civil penalty	2/26/2020
Real Estate Commission	Anna Butler	Athens, TN	Failure to disclose prior criminal convictions	\$250 civil penalty	2/27/2020

DISCIPLINARY ACTION REPORT | MARCH, 2020

Real Estate Commission	Timothy Scott Thomas	Gatlinburg, TN	Failure to maintain a valid license plus engaging in unlicensed activity	\$1,000 civil penalty	3/4/2020
Real Estate Commission	Terry Wolaver	Cornersville, TN	Failure to exercise reasonable skill and care	\$250 civil penalty plus four hours on continuing education in contracts	3/4/2020
Real Estate Commission	Timothy Prince	Brentwood, TN	Failure to fulfill obligations as an affiliate broker when transferring relationship to a new principal broker	\$1,000 civil penalty	3/4/2020
Real Estate Commission	Devan McClish	White Bluff, TN	Offering cash rebates, gifts, or prizes as referral fees in conjunction with a real estate transaction	\$1,000 civil penalty	3/4/2020
Real Estate Commission	Jane Elizabeth Nickell	Franklin, TN	Advertising violations	\$2,500 civil penalty	3/4/2020
Real Estate Commission	Michael Buchanan	Jackson, TN	Failure to maintain a valid license plus engaging in unlicensed activity on an expired license	\$1,000 plus completion of principal broker core course	3/5/2020
Real Estate Commission	Maydelmis Diaz	Cookeville, TN	Failure to exercise reasonable skill and care	\$1,000 civil penalty	3/5/2020
Real Estate Commission	Edward Brucker	Memphis, TN	Advertising violation	\$1,500 civil penalty	3/10/2020
Real Estate Commission	Edward Brucker	Memphis, TN	Failure to exercise reasonable skill and care	\$1,000 civil penalty	3/10/2020
Real Estate Commission	Tyler Ramey	Kingsport, TN	Advertising violation	\$500 civil penalty	3/23/2020

DISCIPLINARY ACTION REPORT | APRIL, 2020

Real Estate Commission	Shelly Wingate Martin	Briston, TN	Advertising violation	\$500 civil penalty	4/8/2020
Real Estate Commission	Ella Jane Scissom	Kingsport, TN	Advertising violation	\$500 civil penalty	4/22/2020
Real Estate Commission	Micah Derrick Collie	Johnson City, TN	Advertising violation	\$500 civil penalty	4/22/2020
Real Estate Commission	Crista Mary Cory	Nashville, TN	Failure to exercise reasonable skill and care	\$1,000 civil penalty	4/24/2020
Real Estate Commission	Bob N. Galbreath	Maryville, TN	Failure to supervise	Revocation of real estate broker license	4/29/2020

DISCIPLINARY ACTION REPORT | MAY, 2020

Real Estate Commission	Kristie Trentham	Maryville, TN	Advertising violations	\$500 civil penalty	5/1/2020
Real Estate Commission	Ian Pete Galyon	Chattanooga, TN	Advertising violations	\$500 civil penalty	5/7/2020
Real Estate Commission	Justin Tate	Hixson, TN	Advertising violations	\$250 civil penalty	5/12/2020
Real Estate Commission	Janet Naseif Ibrahim	Nashville, TN	Advertising violations	\$500 civil penalty	5/12/2020
Real Estate Commission	Christopher Bawgus	Johnson City, TN	Failure to exercise reasonable skill and care	\$1,000 civil penalty	5/12/2020
Real Estate Commission	Edward Philip Huletz	Tacoma, WA	Continued and flagrant misrepresentation or fraud	\$1,000 civil penalty plus four hours of continuing education in contracts and license downgraded to Affiliate Broker status	5/12/2020
Real Estate Commission	Holly Vaezi	Brentwood, TN	Advertising violations	\$500 civil penalty	5/15/2020
Real Estate Commission	Tina Ledford	Cleveland, TN	Failure to supervise	\$400 civil penalty	5/18/2020
Real Estate Commission	Margaret Christmas	Mason, TN	Failure to provide copies of lease agreements	\$4,000 civil penalty	5/21/2020
Real Estate Commission	Erika Lawson Cooke	Cleveland, TN	Failure to exercise reasonable skill and care	\$500 civil penalty plus four hours of continuing education in contracts.	5/26/2020
Real Estate Commission	Jackson Mountain Homes, Inc.	Gatlinburg, TN	Failure to respond to a complaint	\$1,000 civil penalty	5/26/2020
Real Estate Commission	Christopher Dane Bradshaw	Chattanooga, TN	Unlicensed activity	\$1,000 civil penalty	5/28/2020
Real Estate Commission	Kimberly Kim Cargill-Wax	Caryville, TN	Failure to exercise reasonable skill and care	\$1,000 civil penalty plus four hours of continuing education in contracts	5/29/2020