



CANNON BUILDING
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STATE OF DELAWARE
Real Estate Commission

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PUBLIC MEETING MINUTES:	DELAWARE REAL ESTATE COMMISSION SUBCOMMITTEE ON RECIPROCITY AND EDUCATION
MEETING DATE AND TIME:	Thursday, July 11, 2013 at 9:53 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A , Second floor of the Cannon Building
MINUTES APPROVED:	September 12, 2013

MEMBERS PRESENT

Michael Harrington
Christopher J. Whitfield
Andy Staton
Ricky Allamong
Vincent White
Doug Doyle
Danielle Benson

DIVISION STAFF/ DEPUTY ATTORNEY GENERAL

Eileen Kelly, Deputy Attorney General
Sandra Wagner, Administrative Specialist III

ALSO PRESENT

Howard Fortunado

CALL TO ORDER

Mr. Harrington called the meeting to order at 11:10 a.m.

REVIEW AND APPROVAL OF MINUTES

The Subcommittee reviewed the minutes from the February 14, 2013 meeting. A motion was made by Mr. Doyle, seconded by Ms. Benson to approve the minutes. By unanimous vote, the motion carried.

NEW BUSINESS

Discussion: Out of State Offices and Virtual Offices

Mr. Staton stated that the Commission has recently been getting applications from out of state offices for online companies and Ms. Wagner stated that the problem is we don't license out of state offices currently nor do we have any virtual offices. Ms. Kelly said that the rules state right now that to license an office it asks for a physical location with signage. If this is something the

Commission would like to look into making changes to it would have to be a rule change. Some concerns about changing the rules to include virtual offices is that eventually there will be no more offices and people will be conducting business in their homes or where ever they may be. Mr. White stated he would do a web search through ARELLO to see if any other states have virtual offices and also stated that as new technologies come out this will impact the business of real estate as people now store documents on cloud. Mr. Harrington stated at least for now he would like a motion to just put this conversation about virtual offices to rest. Mr. Whitfield stated that under 2919 (a) it states the Broker shall maintain an office approved by the Commission or by the state of licensure and Ms. Kelly said that (e) states All Brokers' offices shall display a conspicuous sign on the outside of the office building as set forth in the Commission's rules and regulations and that under Deposits and Escrow Accounts under 2923 (e) The broker shall have accessible at the broker's approved place of business, all books, records, written agreements and other necessary documents. This is in the statute so it ties in to having a place of business. If the Commission ever wanted to make changes then a statute change would be warranted.

Ms. Wagner needed some clarification on out of state real estate offices and what the Commission wanted to see as proof for a DE Broker of record to conduct business in an out of state office. The licensure history would show the address of the office and if the Commission felt that more information was needed for clarification that the office was approved by that state we could ask for a copy of their license from the state where the office resides. Mr. White said he could contact PA and see what it is they issue when they approve a real estate office.

Discussion: Property Disclosure Recommendations Review

Mr. Allamong had Ms. Wagner give all subcommittee members a hand out of the seller's disclosure form that he put together. Mr. Allamong stated that he received a lot of good feed back and he added the information onto the form. At the last subcommittee meeting the members decided to have the Commission approve Mr. Allamong to take everyone's comments and put them into the form for the Subcommittee to review.

Mr. Allamong addressed Mr. Howard Fortunado whom had sent in a request for the seller's disclosure form for #36. Question 36 has to do with snow removal. Mr. Fortunado's request is to update the new construction disclosure form to have the seller disclose to a potential buyer who is responsible for snow removal to the streets adjacent to the property. Mr. Allamong thinks that this should be added. Mr. Fortunado stated that DeIDOT owns the streets where he lives but they have never plowed the streets in the 26 years he has lived there. Mr. Allamong is putting down that he recommends adding this language to the new construction seller disclosure form.

Mr. Allamong summarized the rest of the comments and gave the subcommittee his recommendations and rejections and welcomed comments.

Mr. Allamong will update the seller's disclosure form and have the completed version ready by the next subcommittee meeting.

OLD BUSINESS

Discussion: Reciprocity with Maryland Regarding Continuing Education

Mr. Harrington stated he is still working on reciprocity with Continuing Education but nothing to report at this time.

OTHER BUSINESS BEFORE THE SUBCOMMITTEE (for discussion only)

PUBLIC COMMENT

Ms. Tatman thanked the subcommittee for recommending the parts of the seller's disclosure form that she had submitted.

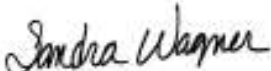
NEXT SCHEDULED MEETING

The next meeting was not scheduled at this time.

ADJOURNMENT

Mr. Doyle made a motion, seconded by Mr. Staton to adjourn the meeting. The motion passed unanimously. The meeting adjourned at 12:08 a.m.

Respectfully submitted,



Sandra Wagner
Administrative Specialist III

The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.