



CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE  
DEPARTMENT OF STATE

TELEPHONE: (302) 744-4500  
FAX: (302) 739-2711  
WEBSITE: WWW.DPR.DELAWARE.GOV

DIVISION OF PROFESSIONAL REGULATION

<b>PUBLIC MEETING MINUTES:</b>	<b>DELAWARE REAL ESTATE COMMISSION</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, June 14, 2012 at 9:00 a.m.</b>
<b>PLACE:</b>	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room A</b> , Second Floor of the Cannon Building
<b>MINUTES APPROVED:</b>	July 12, 2012

### **MEMBERS PRESENT**

Andrew Staton, Professional Member, Chairman  
Christopher J. Whitfield, Professional Member, Vice Chairman  
Michael Harrington, Sr., Professional Member, Secretary  
James C. Brannon, Jr., Public Member  
Gilbert Emory, Public Member  
Ricky H. Allamong, Professional Member  
Patricia O'Brien, Public Member  
Vincent M. White, Professional Member  
Joseph F. McCann, Public Member

### **DIVISION STAFF/ DEPUTY ATTORNEY GENERAL**

Kay Warren, Deputy Director, Division of Professional Regulation  
Eileen Heeney, Deputy Attorney General  
Sandy Wagner, Administrative Specialist III  
Gayle Melvin, Administrative Specialist III  
Jessica Williams, Administrative Specialist II

### **ALSO PRESENT**

Doug Doyle  
Crystal Hudson, SCAOR  
Denise Tatman, DAR

### **CALL TO ORDER**

Mr. Staton called the meeting to order at 9:04 a.m.

### **REVIEW OF MINUTES**

A motion was made by Mr. Emory, seconded by Ms. O'Brien to approve the minutes of the meeting held on May 10, 2012. The motion passed unanimously.

### **NEW BUSINESS**

#### Education Committee Report

Mr. Doyle asked about course providers and instructors who are currently approved for a two-year period and if they would need to submit another application and fee to become approved for the new modules. Ms. Heeney advised that it would not be fair to make them reapply. It was discussed that a letter will be sent to the course providers asking that they review their previous approved courses and to select the module that the course will fit into. It was also discussed that the Commission would need to identify which modules a person would need to complete for reinstatement of a license. It was decided that the Education Committee should determine this and bring back to the Commission at the next meeting which modules would be applicable for reinstatement. A motion was made by Mr. Allamong, seconded by Mr. White that the instructors' approval terms under the existing requirements will be approved under the topics of the new guidelines. The motion passed unanimously. A motion was made by Mr. Allamong, seconded by Mr. White that course providers who have courses approved under the existing requirements should review those courses and determine which module the courses would fit into and submit to the Education Committee for review and approval. The motion passed unanimously. A motion was made by Mr. White, seconded by Mr. Brannon that effective July 11, 2012, all courses need to be a module base format. The motion passed unanimously. A motion was made by Mr. Whitfield, seconded by Mr. Harrington that courses approved under the existing requirements can be taught for renewal purposes for the prior renewal. The motion passed unanimously.

#### Recommendation to Approve and Deny Course Providers, Instructor Applications and Student Requests as Noted

A motion was made by Mr. Harrington, seconded by Mr. Whitfield to approve and deny course providers, instructor applications and student requests as noted in the minutes of the June 7, 2012 meeting of the Real Estate Education Committee. The motion passed unanimously.

#### Applications for Licensure

#### Ratification of Salesperson Applications

A motion was made by Mr. Whitfield, seconded by Mr. White to ratify the following new salesperson applicants as presented:

Marlene Davis, Long & Foster Real Estate, Rehoboth Beach, DE  
Peggy Ganey, Harrington ERA Realty, Dover, DE  
Sarah Day, Harrington ERA Realty, Dover, DE  
Jennifer Andress, First Class Properties, Dover, DE  
Christina Mikus, Prudential Fox & Roach, Devon, PA  
Casey Thompson, Coldwell Banker Residential Brokerage, Bethany Beach, DE  
Wenna Chen, Prudential Fox and Roach, Newark, DE  
Blaine Breeding, Re/Max Above & Beyond, Seaford, DE

Angela Lopes, Patterson-Schwartz, Elkton, MD  
Tara Harrington, Re/Max By The Sea, Bethany Beach, DE  
Anne Marie Gallagher, Weichert Realtors, Chadds Ford, PA  
Robert Greason, Coldwell Banker Residential Brokerage, Bethany Beach, DE  
Nopphon Sardri, Harrington ERA Realty, Dover, DE  
Vicky Miller, Patterson Schwartz, Middletown, DE  
Ava Blount, Patterson Schwartz, Dover, DE  
Gail Frederick, Prudential Fox & Roach, Wilmington, DE  
Angel LaLondriz, Keller Williams, Christiana, DE  
Katherine Clemens, Keller Williams, Christiana, DE  
Nicole Maynor, Patterson Schwartz, Middletown, DE  
Brian Tobin, Coldwell Banker Residential Brokerage, Bethany Beach, DE  
Donald Williams, III, Bay Coast Realty, Rehoboth Beach, DE  
Vincent Maviglia, Weichert Realtors, Wilmington, DE  
Adelina Reyes-Gavilan, Long & Foster, Rehoboth Beach, DE  
Kathleen Curtis, Keller Williams Realty Central Delaware, Dover, DE  
Courtney Hoban, ResortQuest, Bethany Beach, DE

The motion passed unanimously.

#### Review of Salesperson Application

A motion was made by Mr. White, seconded by Mr. Whitfield to approve the following salesperson application pending receipt of a criminal history report:

Amy Stiefel-Fresh

The motion passed unanimously.

#### Review of Associate Broker Applications

A motion was made by Mr. Brennan, seconded by Mr. White to approve the following associate broker applications:

Darlene Hayward  
Stanley Zaremba

The motion passed unanimously.

#### Review of Broker Applications

A motion was made by Mr. Whitfield, seconded by Mr. White to approve the following broker applications:

Wesley Gerstenkorn  
Michael Powers

The motion passed unanimously.

#### Review of Applications for New Offices

The application of Emory Hill Real Estate Services, Inc. for a new office was reviewed. The escrow account information was reviewed and it appeared that there was a possible violation of the rules and regulations regarding escrow account activity. It was requested that Ms. Melvin file a complaint with the Investigative Office regarding the escrow account activity. A motion was made by Mr. Allamong, seconded by Mr. White to approve this application. The motion passed unanimously.

The application of Beach Bound Realty for a new office was reviewed. A motion was made by Mr. Allamong, seconded by Mr. Harrington to table this application and to request the required pictures, an explanation as to why the address on the escrow account check is different from the address that is indicated on the application that the office is operating from and verification that the broker is a signatory on the escrow account. The motion passed unanimously.

The application of Sunrise Real Estate for a new office was reviewed. A motion was made by Mr. Allamong, seconded by Mr. Harrington to approve this application. The motion passed unanimously.

#### Review of Applications for Reinstatement

The application of Aubrey Titter for reinstatement of a salesperson's license was reviewed. A motion was made by Mr. Brannon, seconded by Mr. White to approve Ms. Titter for reinstatement pending passing the state portion of the exam. The motion passed unanimously.

The application of Troy Bailey for reinstatement of a salesperson's license was reviewed. A motion was made by Mr. Harrington, seconded by Mr. White to approve Mr. Bailey for reinstatement pending passing the state portion of the exam. The motion passed unanimously.

The application of David Heaney for reinstatement of a salesperson's license was reviewed. A motion was made by Mr. Brannon, seconded by Ms. O'Brien to approve Mr. Heaney for reinstatement. The motion passed by majority vote. Mr. Whitfield abstained from the vote.

The application of James Lacey for reinstatement of a salesperson's license was reviewed. A motion was made by Mr. Brannon, seconded by Ms. O'Brien to approve Mr. Lacey for reinstatement. The motion passed unanimously.

#### Status of Complaints

Complaint No. 02-02-10 – Referred to the Attorney General's Office

Complaint No. 02-03-11 – Closed

Complaint No. 02-21-11 – Dismissed

Complaint No. 02-06-12 – Assigned to Mr. White

Complaint No. 02-07-12 – Assigned to Mr. White

Complaint No. 02-08-12 – Assigned to Mr. Harrington

Complaint No. 02-09-12 – Assigned to Mr. Whitfield

Complaint No. 02-10-12 – Assigned to Mr. Staton

Complaint No. 02-11-12 – Assigned to Mr. Whitfield

#### Review of Letter from Joseph Gallagher Requesting an Extension for Taking the State Portion of the Exam

The letter from Joseph Gallagher requesting an extension of 15 days for taking the state portion of the exam to reinstate his license was reviewed. A motion was made by Mr. Harrington, seconded by Mr. Emory to grant Mr. Gallagher's request for an extension of 15 days. The motion passed unanimously.

Election of Officers

A motion was made by Mr. Emory, seconded by Mr. Allamong to nominate Mr. Whitfield as Chairperson. The motion passed unanimously

A motion was made by Mr. Emory, seconded by Ms. O'Brien to nominate Mr. Harrington as Vice-Chairperson. The motion passed unanimously.

A motion was made by Mr. Emory, seconded by Mr. Allamong to nominate Mr. Staton as Secretary. The motion passed unanimously.

Review of Letter from Dawn Daniels Requesting to Lift the Probation from her License

The Commission reviewed the letter from Dawn Daniels requesting to lift the probation from her license and the consent agreement that Ms. Daniels had entered into on March 10, 2011. According to the consent agreement, Ms. Daniels' license shall be placed on probation for a period of two years, pay a fine in the amount of \$2,500 and submit proof that she had completed twelve hours of approved continuing education credits, including six hours in ethics, three hours in agency and three hours in contracts in addition to the continuing education required for license renewal. A motion was made by Mr. Brannon, seconded by Mr. White to deny Ms. Daniels' request to lift the probation from her license at this time. The motion passed unanimously. A motion was made by Mr. Whitfield, seconded by Mr. Harrington to send Ms. Daniels a letter advising her that she must wait the full two years and then request that the probation be lifted and that the agency course that she completed on January 26, 2012 is not an approved course in Delaware. The motion passed unanimously.

The Commission took a recess from 10:03 a.m. to 10:11 a.m.

**OLD BUSINESS**

Sign Final Order for Reinstatement of License for Marcia Brunswick

The final order for the reinstatement of the license for Marcia Brunswick was signed by Commission members.

Sign Final Order from Public Hearing Regarding Proposed Revisions to the Rules and Regulations

The final order from the public hearing held regarding the proposed revisions to the rules and regulations was signed by Commission members.

Sign Final Order from Public Hearing Regarding Proposed Guidelines for Fulfilling the Delaware Real Estate Education Requirements

The final order from the public hearing held regarding the proposed Guidelines for Fulfilling the Delaware Real Estate Education Requirements was signed by Commission members.

Discussion: Annual Seminar

The Commission reviewed the suggestions from the Education Committee regarding topics and speakers. It was decided that the Education Committee will have more detailed information for review at the next meeting.

**OTHER BUSINESS BEFORE THE COMMISSION** (for discussion only)

Ms. Melvin introduced Ms. Wagner, who will be taking her place as the administrative specialist for the Commission.

**PUBLIC COMMENT**

Ms. Tatman asked for clarification regarding the new continuing education requirements.

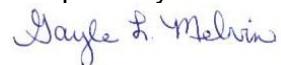
**NEXT SCHEDULED MEETING**

The next meeting will be held on Thursday, July 12, 2012 at 9:00 a.m.

**ADJOURNMENT**

A motion was made by Mr. White, seconded by Mr. Whitfield to adjourn the meeting. The motion passed unanimously. The meeting adjourned at 10:40 a.m.

Respectfully submitted,



Gayle L. Melvin  
Administrative Specialist III