

**Office of Professional Regulation
National Life Building North Fl 2, Montpelier, VT**

**Real Estate Commission
Minutes**

March 22, 2012 – 9:30 a.m.

Location: National Life Building North Fl 2, Montpelier, VT Conference Room A

Commission Members and Staff Present: Maretta Hostetler, Gloria Rice, Michelle Gosselin, David Raphael, Mark Thibeault, Terry Gray, Judith Griffen, **Absent:** Claire Porter, Thomas Prindiville

Public members Present: Nathan Barbour, Jane Barbour, S. Mark Henzel, Liz Merrill, Linda Jackson, Alex Cawley, Mary Scott, Eric Johnston, Matt Lumsden, Renee Dezotelle, Rosemary Gingue, Lori Pinard, Mary Cohen, Randy Mayhew and Amy Messina

- 1. 8:30 - Education Committee**
- 2. 9:30 - Full Commission meeting - Called to Order at 9:30 a.m.**
- 3. 9:35 – Approved February 23, 2012 minutes with corrections:**
- 4. 9:40 - Chair's Comments:** Maretta Hostetler welcomed Mark Thibeault to the Commission.
- 5. 9:50 - Discussion Items**
 - a. Rules Discussion: Gabriel Gilman talked to the Commission regarding the issues he sees in the I-team meetings. Some of the issues discussed were signage rules, sole proprietors and material facts. Gabe had suggested that the Commission may want to clarify some of these issues through changes to statute and or rules.
 - b. Terry discussed the inspection process and what should be expected next. There are still several issues to be worked out with the contracts and development of training for the new inspectors. Liz Merrill will help create a system for this process and hopefully will be able to inspect at least one office before the next Commission meeting.
- 6. 10:20 - Rules Committee Report**
 - a. Rules Update was given by David Raphael. They will continue to meet until the current draft of the rules is completed and will still be holding off on the agency discussion until then.
- 7. 10:30 - Concluded Reports**
 - a. 2010-731 and 2010-749 – approved
 - b. 2010-430 and 2010-431 – approved
 - c. 2011-85 – approved, Maretta Hostetler abstained
 - d. 2011-151 – approved with corrections, Maretta Hostetler abstained
 - e. 2011-214 - approved, Michelle Gosselin abstained
 - f. 2011-224 and 2011-225 – approved, Michelle Gosselin abstained
 - g. 2011-730 and 2011-731 – approved, David Raphael abstained
- 8. 11:45 – New Business**
- 9. 12:00 - Public Comment**
- 10. Next Scheduled Meeting – April 26, 2012**
- 11. Adjournment**

Real Estate Education Committee
Courses for review
March 22, 2012

Provider/Title	Requested # of Hours	Renewal?	Approved	Approved # of Hours	Denied	Comments
Vermont Housing Finance Agency						
1. VHFA Financing Options	2	No	Yes	2		
BCK Real Estate						
2. Helping Clients succeed at the Negotiating Table	4	No	Yes	4		Needs to be open to all licensees
3. Making Winners Out of Sellers	2	No	Yes	2		Needs to be open to all licensees
Continuing Ed Express, LLC						
4. The Psychology of Pricing and Secrets of the CMA	3	Yes	Yes	2		
5. Tax Deferred IRS 1031 Exchange	4	Yes	Yes	4		
6. A Real Estate Agent's Guide to Homeowners Insurance	4	Yes	Yes	2		
7. Green Remodeling	3	Yes	Yes	2		
The CE Shop, Inc.						
8. BPO's The Agent's Role in the Valuation Process	6	No	Yes	6		
9. At Home With Diversity	8	No	Yes	4		
10. RPR: Real-Time Data, Market Knowledge, Informed Customer	3	No	Yes	2		
Vermont Association of Realtors						
11. Code of Ethics	4	Yes	Yes	4		
Individual Request from Gary Bahlkow						
12. Innovative Real Estate Strategies	14	No	Yes	4		
National Business Institute						
13. Practical Guide to Zoning and Act 250	6	No	Yes	4		
Individual Request for Barbara Mitchell						
14. Negotiating Secrets for Top Performing Agents	3	No	Yes	2		