

# DOOR TO DOOR

Tennessee Real Estate Commission Newsletter

VOLUME 1 | NUMBER 1  
SPRING, 2018



## IN THIS ISSUE

Director's Note  
 Broker Supervision  
 Advertising  
 License Printing  
 Reinstatement  
 Live Streaming  
 Current Real Estate Statistics  
 Disciplinary Action Report

## MEETING CALENDAR

June 13<sup>th</sup> and 14<sup>th</sup>  
Nashville, Tennessee

July 11<sup>th</sup> and 12<sup>th</sup>  
Nashville, Tennessee

August 8<sup>th</sup> and 9<sup>th</sup>  
Nashville, Tennessee

September 5<sup>th</sup> and 6<sup>th</sup>  
Nashville, Tennessee

October 4<sup>th</sup> and 5<sup>th</sup>  
Gray, Tennessee

November 7<sup>th</sup> and 8<sup>th</sup>  
Nashville, Tennessee

December 5<sup>th</sup> and 6<sup>th</sup>  
Nashville, Tennessee

## LICENSING STATISTICS

As of May 1, 2018

PROFESSION	COUNT
Acquisition Agents	158
Acquisition Agent Registration	42
Acquisition Representative	2,330
Affiliate Brokers	28,122
VLS Designated Agents	98
RE Brokers	7,796
Real Estate Firms	4,186
Time Share Exempt	148
Time Share Registrations	27
Time Share Sale	1,020
Vacation Lodging Service	109

## DIRECTOR'S NOTE



After a bit of a hiatus, we are happy to reintroduce the Tennessee Real Estate Commission Newsletter. This publication will be issued on a quarterly basis and will provide information on rule changes, process updates, and the disciplinary action report. It is my goal to constantly improve your experience and interaction with the Real Estate Commission 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).

Caitlin Maxwell  
Executive Director

## NEWS AND UPDATES

### BROKER SUPERVISION

On April 11, 2018, the Tennessee Real Estate Commission ("the Commission") voted to no longer automatically open a corresponding complaint against Principal Brokers when a complaint is filed against an affiliated licensee effective May 1, 2018. Whenever a complaint is filed against a Principal Broker's affiliated licensee, the Principal Broker will receive notification of the complaint and then have the opportunity to respond and provide any information deemed necessary. Although a complaint will not automatically be opened against the Principal Broker, upon review of the affiliate complaint, the Commission retains the discretion to open a complaint for failure to supervise against the Principal Broker under T.C.A. § 62-13-312(b)(15).

### ADVERTISING RULES

Over the last couple of years there have been changes to the advertising rules. For your reference, Rule 1260-02-.12 contains all of the rules concerning advertising. Please see the advertising rules below that we receive the most questions about:

1260-02-.12(3)(b): All advertising shall be under the direct supervision of the principal broker and shall list the firm name and the firm telephone number as listed on file with the Commission. The firm name must appear in letters the same size or larger than those spelling out the name of a licensee or the name of any team, group or similar entity.

1260-02-.12(3)(c): Any advertising which refers to an individual licensee must list that individual licensee's name as licensed with the Commission.

1260-02-.12(3)(d): No licensee shall post a sign in any location advertising property for sale, purchase, exchange, rent or lease, without written authorization from the owner of the advertised property or the owner's agent.

1260-02-.12(3)(e): No licensee shall advertise property listed by another licensee without written authorization from the property owner. Written authorization must be evidenced by a statement on the listing agreement or any other written statement signed by the owner.

### SOCIAL MEDIA ADVERTISING

1260-02-.12(6)(a): For the purpose of this rule, "social media" means internet-based applications or platforms that allow the public to create and share content and information. Examples include, but are not limited to: Facebook, Twitter, Instagram and LinkedIn.

1260-02-.12(6)(b): With regards to social media advertising by licensees, the firm name and firm telephone number listed on file with the Commission must be no more than one click away from the viewable page.

1260-02-.12(6)(c): Listing information must be kept current and accurate. This requirement shall apply to "First Generation" advertising as it is placed by the licensee and does not refer to such advertising that may be syndicated or aggregated advertising of the original by third parties outside of the licensee's control and ability to monitor.

### LICENSE PRINTING

You no longer need to wait for your new license in the mail. Available now through CORE, our licensing system, you can print your license at home at your convenience. This new function allows you to obtain a new or renewed license once your application is approved. You can access this feature through your CORE licensing account under your quick start menu. You will obtain a PDF version of your license, ready to be printed. This can act as your official license. If you have any questions or have suggestions for how we can make our services more convenient for you in the future, please do not hesitate to contact us at [trec.info@tn.gov](mailto:trec.info@tn.gov).

**LIVE STREAMING**

All Real Estate Commission meetings are now live streamed and may be viewed in real time from our website. Other Commission meetings occurring outside of the normal location are recorded and the videos are uploaded shortly after the meetings conclude. Find all meeting recordings here: <https://www.tn.gov/commerce/regboards/trec/public-meeting-information.html>

**EDUCATION PASS/FAIL RATES FOR PROVIDERS**

The Commission is now publishing the success rates for all providers. This can be found on the TREC website under the education tab. This allows new applicants and existing licensees to make a more educated decision when picking which provider to use for pre-licensing courses. Through the report, you have the ability to see how many applicants at each school passed and how many applicants failed. Each provider is given a pass/fail percentage for each test type.

**REINSTATING YOUR EXPIRED LICENSE**

Is your license expired? Licensees now have the ability to request to reinstate their expired license through CORE. Make sure to include an updated phone number and email address when requesting to reinstate your license. Reinstating your license through CORE will show you exactly how much you owe and what requirements you are still missing. There is no longer the need to reach out to our staff to find out how much you owe or what education you are missing. In order to request reinstatement, log into your CORE account and select the transaction from the quick start menu. A staff member will reach out to you and set you up to be reinstated.



**DISCIPLINARY ACTION REPORT | JANUARY-APRIL, 2018**

RESPONDENT	LOCATION	VIOLATION	ACTION	DATE
Larry Gilliland	Murfreesboro, TN	Advertising violation	\$500 Civil penalty	1/5/2018
Stephanie Brown	Chattanooga, TN	Failure to comply with T.C.A. §56-1-109, §56-1-312, or T.C.A. § 36-5-706	Suspension	1/5/2018
Todd R. McGlamery	Nashville, TN	Failure to supervise	\$1,000 Civil penalty	1/10/2018
Shannon Gee	McMinnville, TN	Failure to comply with T.C.A. §56-1-109, §56-1-312, or T.C.A. § 36-5-706	Suspension	1/11/2018
Jeffery Hallums	Lebanon, TN	Failure to exercise reasonable skill and care	\$2,000 Civil penalty plus 4 hours of continuing education in Contracts	1/26/2018
Christopher Sueing	Memphis, TN	Failure to comply with T.C.A. §56-1-109, §56-1-312, or T.C.A. § 36-5-706	Suspension	1/26/2018
Melvin Tipton	Nashville, TN	Failure to comply with T.C.A. §56-1-109, §56-1-312, or T.C.A. § 36-5-706	Suspension	2/1/2018
Ben Austin	Savannah, TN	Failure to be loyal to the interest of the client, acting for more than one party in a transaction without written consent of all parties	\$2,000 Civil penalty	2/7/2018
Jose C. Del Valle	Chattanooga, TN	Failure to respond to a complaint	\$1,000 Civil penalty	2/7/2018
Rentals and Renovations	Jackson, TN	Unlicensed activity	\$5,000 Civil penalty	2/18/2018
Shahin "Sean" Shariati	Nashville, TN	Failure to supervise	4 hours of continuing education in Agency and 4 hours in Contracts	2/21/2018
Hany Samir Michael	La Vergne, TN	Failure to disclose dual agent	4 hours of continuing education in Agency	2/22/2018
Scott Elliot Crossman	Orlando, FL	Failure to ensure Affiliate Broker maintained E&O insurance	\$1,000 Civil penalty	2/22/2018
Samuel "Sam" Mitchell	Cordova, TN	Failure to ensure Affiliate Broker maintained E&O insurance	\$1,000 Civil penalty	2/22/2018
Erika Daughtrey (Renfro)	Chattanooga, TN	Failure to comply with T.C.A. §56-1-109, §56-1-312, or T.C.A. § 36-5-706	Suspension	2/22/2018
Lee Goodman, Jr	Church Hill, TN	Failure to comply with T.C.A. §56-1-109, §56-1-312, or T.C.A. § 36-5-706	Suspension	2/22/2018
Kathryn G. Oakes	Telford, TN	Failure to respond to complaint	\$500 Civil penalty	03/01/2018
Rite Choice Property	Greeneville, TN	Unlicensed activity	\$3,000 Civil penalty	03/06/2018
Neely Hill Crombie	Mount Juliet, TN	Failure to provide a copy of contract	\$1,000 Civil penalty	03/07/2018
Andra Laneir Smith	Cordova, TN	Unlicensed activity	\$1,000 Civil penalty	03/08/2018
Helen Jackson	Memphis, TN	Failure to respond to complaint	\$1,000 Civil penalty	03/08/2018
Vacation Rental Pros Prop. Management d/b/a Jackson Mountain	Sevierville, TN	Failing within a reasonable time, to account for or to remit any moneys coming into possession that belong to others	\$1,000 Civil penalty plus \$200 costs	03/08/2018
Jeff B. Grebe	Knoxville, TN	Failure to respond to complaint	\$1,000 Civil penalty	03/08/2018
Melanie Myers	Germantown, TN	Failure to ensure Affiliate Broker maintained E&O insurance	\$1,000 Civil penalty	03/09/2018
Pigeon River Cabin Management Company	Seymour, TN	Unlicensed activity	\$6,000 Civil penalty	03/14/2018
David C. Osterman	Lenoir City, TN	Failure to supervise, advertising violation	\$2,000 Civil penalty plus 4 hrs. Contracts	03/15/2018
Suzanne Schreier	Crossville, TN	Failure to be loyal to the interests of the client, advertising violation	\$2,000 Civil penalty plus 4 hrs. Contracts	03/21/2018

**CONTINUED ON NEXT PAGE**

## DISCIPLINARY ACTION REPORT | JANUARY-APRIL, 2018 (CONT'D)

RESPONDENT	LOCATION	VIOLATION	ACTION	DATE
Venture Resorts Inc. d/b/a Cabins of Pigeon Forge	Columbia, TN	Substantial and willful misrepresentation, failing to account for or to remit any moneys coming into the licensee's possession that belong others, and earned commissions due to the owner not disbursed monthly	\$1,500 Civil penalty	03/21/2018
Donald Dale Whitman	Crossville, TN	Failure to diligently exercise reasonable skill and care in providing services to all parties to the transaction, internet advertising violation	\$1,000 Civil Penalty	04/5/2018
Heather Blair	Eagleville, TN	Failure to comply with T.C.A. §56-1-109, §56-1-312, or T.C.A. § 36-5-706	Suspension	4/5/2018
Jane B. Terrell	Gatlinburg, TN	Advertising violation	\$500 Civil Penalty	4/6/2018
William D. Dickson	Chattanooga, TN	Failure to exercise diligent skill and care in providing services to all parties to the transaction	\$500 Civil Penalty	4/6/2018
Nancy Kay Zambell	Crossville, TN	Failure to exercise diligent skill and care, internet advertising violation, and failure to supervise	\$1,000 Civil Penalty	4/6/2018
Wendy Hayes Dixon	Chattanooga, TN	Advertising violation	\$500 Civil Penalty	4/12/2018
Linda E. Lee	Chattanooga, TN	Advertising violation	\$500 Civil Penalty	4/12/2018
Justin B. Broadway	Gatlinburg, TN	Advertising violation	\$500 Civil Penalty	4/12/2018
Cynthia Edwards	Johnson City, TN	Advertising violation	\$500 Civil Penalty	4/12/2018
Kurt Carlton	Nashville, TN	Advertising violation	\$500 Civil Penalty	4/12/2018
Larry S. McClanahan	Johnson City, TN	Advertising violation	\$500 Civil Penalty	4/12/2018
Carolyn Lawrence	Nashville, TN	Unlicensed activity	\$2,000 Civil Penalty	4/18/2018