



Oregon

Kate Brown, Governor

AGENDA ITEM NO.

I.C.

Real Estate Agency
530 Center St. NE, Suite 100
Salem, Oregon 97301-2505
Phone: (503) 378-4170
www.oregon.gov/rea

Notice of Agency
OREGON REAL ESTATE BOARD
Regular Meeting Agenda – Videoconference (Zoom)
December 5, 2022

I. BOARD BUSINESS - Chair Ihnat

- A. Call to Order
- B. Chair Ihnat comments/Roll Call
- C. Approval of the Agenda and Order of Business
- D. Approval of 10.03.22, regular meeting minutes
- E. Date of the Next Meeting: 02.06.23 to begin at 10am, Location TBD

II. PUBLIC COMMENT - Chair Ihnat

- This time is set aside for persons wishing to address the Board on matters not on the agenda. Speakers will be limited to five minutes.
- The Board Chair reserves the right to further limit or exclude repetitious or irrelevant presentations. If written material is included, 12 copies of all information to be distributed to board members should be given to the Board Liaison prior to the meeting.
- Action will not be taken at this meeting on citizen comments. The Board, however, after hearing from interested citizens, may place items on a future agenda so proper notice may be given to all interested parties.
- If no one wishes to comment, the next scheduled agenda item will be considered.

III. REQUESTS FOR WAIVERS - Chair Ihnat. Waiver request log.

- A. Robert Pile

IV. PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER - Chair Ihnat.

- A. Cherry Creek Mortgage, LLC
- B. Lawrence Belland
- C. Perfection Inspection Inc.

V. BOARD ADVICE/ACTION - Commissioner Strode

- A. 2023 Board Meeting Schedule & Locations
- B. Elect 2023 Board Chair & Vice-Chair

VI. NEW BUSINESS - Commissioner Strode

VII. COMMUNICATIONS - ADMINISTRATIVE ACTIONS SUMMARY - Chair Ihnat

VIII. REPORTS - Chair Ihnat

- A. Commissioner Strode
- B. Agency division reports-Deputy Commissioner Higley
 1. Regulations, Elli Kataura
 2. Land Development Division, Michael Hanifin
 3. Administrative Services, Mesheal Heyman
 4. Licensing and Education, Maddy Alvarado
 5. Compliance Division, Liz Hayes

IX. ANNOUNCEMENTS - Chair Ihnat. Next board meeting: 02.06.23 to begin at 10am, Location TBD

X. ADJOURNMENT – Chair Ihnat

Interpreter services or auxiliary aids for persons with disabilities are available upon advance request.



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AGENDA ITEM NO.

I.D.

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OREGON REAL ESTATE BOARD Regular Meeting Minutes – Via Zoom

October 3, 2022

BOARD MEMBERS PRESENT:

Marie Due
Michael Warren
LaTasha Beal
Kim Hedding
Lawnae Hunter
Pat Ihnet
Alex Maclean

BOARD MEMBERS ABSENT:

Jose Gonzalez
Susan Glen

OREA STAFF PRESENT:

Steve Strode, Commissioner
Elli Kataura, Regulation Division Manager
Liz Hayes, Compliance Division Lead
Mesheal Heyman, Administrative Services Division Manager
Michael Hanifin, Land Development Manager
Carl Salvo

CITIZEN:

I. BOARD BUSINESS - Chair Ihnat

- A. Call to Order
- B. Chair Ihnat comments/Roll Call
- C. Approval of the Agenda and Order of Business

MOTION TO APPROVE 08.01.2022 REGULAR MEETING AGENDA AS SUBMITTED BY KIM HEDDINGER
SECONDED BY MARIE DUE

MOTION CARRIED BY UNANIMOUS VOTE

- D. Approval of 08.01.22, regular meeting minutes

MOTION TO APPROVE 08.01.2022 REGULAR MEETING MINUTES AS SUBMITTED BY LAWNAE HUNTER
SECONDED BY MARIE DUE

MOTION CARRIED BY UNANIMOUS VOTE

- E. Date of the Next Meeting: 12.05.22 to begin at 10am, TBD

II. PUBLIC COMMENT - Chair Ihnat

- This time is set aside for persons wishing to address the Board on matters not on the agenda. Speakers will be limited to five minutes.
- The Board Chair reserves the right to further limit or exclude repetitious or irrelevant presentations. If written material is included, 12 copies of all information to be distributed to board members should be given to the Board Liaison prior to the meeting.
- Action will not be taken at this meeting on citizen comments. The Board, however, after hearing from interested citizens, may place items on a future agenda so proper notice may be given to all interested parties.
- If no one wishes to comment, the next scheduled agenda item will be considered.

III. REQUESTS FOR WAIVERS - Chair Ihnat. Waiver request log.

- A. None

IV. PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER - Chair Ihnat.

- A. Carl Salvo

MOTION TO APPROVE CARL SALVO AS A CONTINUING EDUCATION PROVIDER BY LAWNAE HUNTER
SECOND BY KIM HEDDINGER

MOTION CARRIES WITH UNANIMOUS VOTE

V. BOARD ADVICE/ACTION - Commissioner Strode

VI. NEW BUSINESS - Commissioner Strode

- A. Workday & Multifactor Authentication – Mesheal Heyman

VII. COMMUNICATIONS - ADMINISTRATIVE ACTIONS SUMMARY - Chair Ihnat



Oregon

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OREGON REAL ESTATE BOARD
Regular Meeting Minutes – Via Zoom
October 3, 2022

VIII. REPORTS - Chair Ihnat

- A. Commissioner Strobe
- B. Agency division reports – Admin. Services Manager Mesheal Heyman
 - 1. Regulation Division, Elli Kataura
 - 2. Land Development Division, Michael Hanifin
 - 3. Administrative Services Division, Mesheal Heyman
 - 4. Licensing and Education Division, Mesheal Heyman on behalf of Maddy Alvarado
 - 5. Compliance Division, Liz Hayes

IX. ANNOUNCEMENTS - Chair Ihnat. Next board meeting: 12.5.21 to begin at 10 am, TBD

X. ADJOURNMENT – Chair Ihnat at 10:50 am

OREGON REAL ESTATE AGENCY – Experience Requirement Waiver Request Log (2018-2022)

<p>AGENDA ITEM NO. III.</p>
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DATE	NAME	LICENSE TYPE	APPROVED/DENIED	FACTS AND BOARD DISCUSSION
04.02.18	Ross Kelley	PB	Denied	<p>FACTS: Ross Kelley requests a waiver of experience to become a principal broker. Mr. Kelley explained his request was based on his legal experience on both residential and commercial real estate and also that his business model would be a small scale of commercial properties. Dave Koch asked Mr. Kelley about his attitude towards managing and Mr. Kelley responded that his goal would be to provide exemplary service and he has reviewed ORS Chapter 696. Mr. Koch asked Mr. Kelley if he had supervision experience and Mr. Kelley responded that has supervised paralegals, attorneys and in his current position as well. Alex MacLean asked Mr. Kelley if he has had any experience with day to day transaction activity and Mr. Kelley responded he has worked with many brokers as well as buyers and sellers.</p> <p>MOTION TO DENY MR. KELLEY’S REQUEST FOR WAIVER OF EXPERIENCE AND RECOMMEND MR. KELLEY MAKE HIS REQUEST AFTER ONE YEAR OF EXPERIENCE BY DAVE KOCH SECOND BY PAT IHNAT MOTION CARRIED BY UNANIMOUS VOTE</p>
06.04.18	Ryan McGraw	PB	Approved	<p>FACTS: Ryan McGraw requests experience waiver to become principal broker. Mr. McGraw appeared and explained the basis for his request for waiver was that he has practiced real estate law in some form for 9 years. He also explained that for the past 2 years he has been the equivalent to a principal broker in California, however, he relocated to Oregon and did not build the business in California. Mr. McGraw obtained his broker license in Oregon about a year ago and has handled some transactions but his goal was to build a residential property management business while continuing to sell homes. Dave Koch asked Mr. McGraw what supervisory experience he had. Mr. McGraw responded that for the last 6 years he has been responsible for supervising 22 staff in his current role. Dave Hamilton asked Mr. McGraw if he was operating as both realtor with a company and also the energy company. Mr. McGraw responded that he was operating as both. Commissioner Bentley clarified the area of concern for board members was Mr. McGraw his lack of experience in supervising new licensees and Mr. McGraw responded that he agreed with that concern and would only take on licensees that are fully experienced. Discussion: Alex MacLean stated although Mr. McGraw’s lack of experience with supervision was a concern Mr. MacLean was in support of approval of this motion. Mr. Koch asked Mr. McGraw to expand on his management process/experience and Mr. McGraw described how he has handled various personnel issues as a manager/supervisor. Jose Gonzalez also expressed his support for approval of this motion. Pat Ihnat asked Mr. McGraw how he handled lease negotiations and Mr. McGraw responded that he has been involved as supervising and also has used brokers.</p> <p>MOTION TO APPROVE RYAN MCGRAW’S REQUEST FOR WAIVER OF EXPERIENCE BY LAWNAE HUNTER SECOND BY PAT IHNAT MOTION CARRIED BY UNANIMOUS VOTE</p>
12.10.18	Joseph Edwards	PB	Withdrawn	Joseph Edwards requests an experience waiver, Mr. Edwards contacted the agency to cancel his appearance due to unsafe road conditions.
04.01.19	Ross Kelley	PB	Denied	<p>Ross Kelley requests experience requirement waiver. Chair Farley asked Mr. Kelley to expand on the basis of his request for a waiver. Mr. Kelley explained that since his appearance before the board about a year ago he had completed two transactions and had a listing pending. Mr. Kelley stated that becoming a principal broker would allow him to provide quality service to his clients and also open his own real estate brokerage firm. DISCUSSION: Alex MacLean expressed his appreciation to Mr. Kelley for appearing before the board for a second time and also encouraged him to continue gaining the required experience to become a principal broker. Jose Gonzalez explained that his personal experience of learning from principal brokers was instrumental for him in becoming a principal broker.</p> <p>MOTION TO DENY ROSS KELLEY’S REQUEST FOR WAIVER BY DEBRA GISRIEL SECOND BY DAVE HAMILTON MOTION CARRIED BY UNANIMOUS VOTE</p>
6.3.19	Ruth Howard	PB	Approved	<p>Ruth Howard requested a waiver of experience to become a principal broker. Howard appeared in person. Howard explained the basis for her request. Worked in real estate as a secretary for an office in 1980. Over the years she owned a small business and leased homes for a retirement community, She then got her real estate license. She was asked by the outgoing principal broker and the president of her current company to become the principal broker despite not having the required experience. Dave Koch asked if Laurie Thiel had comments. Thiel spoke on Howard’s behalf. Koch recused himself from the vote, but recommended approval comments. Thiel spoke on Howard's behalf, Koch recused himself from the vote, but recommended approval of the request. Pat Ihnat commented that Koch is usually is the one that questions experience waiver requests) and that Koch's support is uncharacteristic. Howard explained how her leasing experience helped her in professional real estate. Lawnae commented favorable on 1-loward1s background, Ihnat asked how many are in the office now. Howard responded 20. Lawnae asked about trust accounting experience. Debra Gisriel asked if there is another principal broker</p>

				<p>in the office who can step in, Thiel stated that there are licensees that who could meet the requirements but no one with the desire or skills to manage, Gisriel suggested that Howard take the Principal Broker Advanced Practices course and the Principal Broker Academy right away. Dave Hamilton asked question about transaction issues. Alex MacLean inquired about time line for Bill (current PB in the office) to mentor, number of deals occurring in office and experience of brokers in office. MacLean also asked how many RE/MAX offices are in Portland, where are management meetings held, if other RE/MAX management is available to her as a resource, and what her plans are for growing office. Koch commented on history of office. MacLean confirmed Bill is retiring from management of office, not from real estate business, and asked about Dave Koch's relationship with the office and RE/MAX. Ihnat commented when Howard obtains a principal broker license, she could leave RE/MAX and open her own office. Jef Farley commented on the shortcomings of the law requiring only three years of active licensed experience to obtain a principal broker license.</p> <p>DISCUSSION: Dave Hamilton commented he considers Dave Koch's recommendation. Lawnae agreed. Pat said leasing experience similar. Susan commented on past leasing experience and number of transactions completed.</p> <p>MOTION TO APPROVE RUTH HOWARD'S REQUEST FOR WAIVER OF EXPERIENCE BY PAT IHNAT. SECOND BY DEBRA GISRIEL.</p>
2.3.20	Christopher Ambrose	PB	Approved	<p>Christopher Ambrose, Mr. Ambrose explained that he had been practicing attorney with Ambrose Law Group and an active attorney for approximately 30 years. He also stated that he was one of three owners of Total Real Estate Group LLC, which is a residential brokerage based out of Bend and his waiver request is based on his hands on experience as well as working very closely with the principal broker employed at Total Real Estate Group. Mr. Ambrose reported his company closed approximately 70 ns last year, bringing in 55 million in sales and that he had worked with and assisted in the selection of software. Alex MacLean asked Mr. Ambrose how his becoming a principal broker would affect the current principal broker at the company. Mr. Ambrose explained that he would continue to work closely with the principal broker but focus on managing the office and allocating duties while principal broker would continue to produce. Dave Hamilton asked Mr. Ambrose is the current principal broker was a principal in the company and Mr. Ambrose stated current principal broker is not a principal in the company. Discussion: Pat Ihnat, Dave Hamilton and Kim Hedding all stated that they advocated the approval of the Mr. Ambrose's waiver request based on his experience in both the legal and real estate industry. Ms. Hedding asked Mr. Ambrose if his intention was to continue to practice law and Mr. Ambrose affirmed.</p> <p>MOTION TO APPROVE CHRISTOPHER AMBROSE'S WAIVER REQUEST BY ALEX MACLEAN SECOND BY PAT IHNAT MOTION CARRIED BY UNANIMOUS VOTE</p>
12.07.20	Jerry Jones	PB	DENIED	<p>Chair Hunter asked Mr Jones to explain the basis for his waiver request and he responded that he had held various business roles in the real estate industry, such as development projects, commercial management firm. He also explained that he wanted to expand to a brokerage firm and that having the principal broker designation would be a tremendous professional benefit. Susan Glen asked Mr Jones if he was aware of the 3 year requirement previously and re responded that he was aware of the requirement. Marie Due asked Mr. Jones if he had management experience. Mr. Jones explained that he had managed teams of 2 to 3 brokers and upwards of 20. Pat Ihnat stated that managing brokers requires dealing with substantive issues rather than broad management. Jose Gonzalez asked Mr. Jones what options were available to him if his waiver request were to be denied and Mr. Jones replied that the principal broker who plans on retiring would postpone his retirement if necessary.</p> <p>MOTION TO DENY JERRY JONES'S 3 YEAR EXPERIENCE WAIVER REQUEST BY ALEX MACLEAN SECOND BY MARIE DUE MOTION CARRIED BY UNANIMOUS VOTE</p>
12.07.20	Eric Zechnelley	PB		<p>Chair Hunter asked Mr. Zechnelley to explain the basis for his waiver request and he responded that his family owns and operates multiple businesses relating to various areas of real estate, which he has been involved in since he was in high school. He also explained that he received a Master Degree in Real Estate Development from Portland State University. Alex MacLean asked Mr. Zechnelley who he would be managing and what type of business and he responded that the business was a manufactured home company involving commercial real estate transactions and he would be managing a couple of brokers. Pat Ihnat asked Mr. Zechnelley how he believed his degree weighed in on answering questions from brokers and he replied that many of the courses he took covered law/rule content along with transaction processes. DISCUSSION: Pat Ihnat stated although Mr. Zechnelley's experience was with manufactured homes, his course study and degree were impressive. Alex MacLean stated Mr. Zechnelley's would benefit from more management experience.</p> <p>MOTION TO DENY ERIC ZECHNELLEY'S 3 YEAR EXPERIENCE WAIVER REQUEST BY ALEX MACLEAN SECOND BY DAVE HAMILTON MOTION CARRIED BY UNANIMOUS VOTE</p>
02.01.21	Robert Tessmer	PB	MOTION FAILED – TIE VOTE	<p>Chair MacLean asked Mr. Tessmer to explain the basis for his waiver request and he responded that his career had consisted of property searches, purchasing, rebuilding, and renovating. He also explained that as a veteran his goals were to work with</p>

				<p>disabled veterans and assist them with finding homes. Pat Ihnat asked Mr. Tessmer to explain how his experience met with the waiver request requirements and he explained that he his experience included lease negotiations, writing leases, and contract management. Vice Chair Ihnat asked Mr. Tessmer if he planned to employ brokers and he responded that at some point he would be employing brokers. Lawnae Hunter asked Mr. Tessmer to provide a summary of his supervisory experience and he responded that he had vast experience with contract management and managing people with setting their career enhancement guidelines. Lawnae Hunter also asked Mr. Tessmer if he was familiar with the financial responsibilities required of a principal broker. Mr. Tessmer explained that he was familiar with the financial responsibilities. Dave Hamilton asked Mr. Tessmer what experience he had with overseeing several brokers and ensuring that they follow proper guidelines and he responded he would have a business plan in place to facilitate proper supervision. Discussion: Chair MacLean asked Mr. Tessmer to elaborate on his connection to Mr. Larkin. Mr. Tessmer explained that his relationship with Mr. Larkin was as a mentor and seeking his advice/input on certain situations. Susan Glen asked Mr. Tessmer if he had considered working under the supervision of a principal broker for a period of time and he responded that he would not work well in that type of setting or environment.</p> <p>MOTION TO APPROVE ROBERT TESSMER'S EXPERIENCE WAIVER REQUEST BY LAWNAE HUNTER SECOND BY PAT IHNAT</p> <p>MOTION FAILS BY TIE VOTE (AYES: LAWNAE HUNTER, SUSAN GLEN, PAT IHNAT, ALEX MACLEAN. NAYS: MARIE DUE, DEBRA GISRIEL, KIM HEDDINGER, DAVE HAMILTON)</p>
02.01.21	Eric Zechnelley	PB	APPROVED	<p>Eric Zechnelley - Mr. Zechnelley asked Chair MacLean the reason the board denied his previous waiver request on 12.7.20 and both Chair MacLean and Dave Hamilton responded that the reason for the denial was lack his of experience. Vice Chair Ihnat stated that she would be inclined to support Mr Zechnelley's waiver request based on his college degree. David Malcolm, attorney for Mr. Zechnelley, explained that he reviewed the last 5 years of waiver requests and board meeting minutes and determined that Mr. Zechnelley has met the requirements for to qualify for a waiver request.</p> <p>MOTION TO APPROVE ERIC ZECHNELLEY'S WAIVER REQUEST BY PAT IHNAT SECOND BY LAWNAE HUNTER</p> <p>MOTION CARRIED BY UNANIMOUS VOTE</p>
04.05.21	Robert Tessmer	PB	APPROVED	<p>Robert Tessmer - David Malcolm, attorney for Mr. Tessmer explained Mr. Tessmer's qualifications qualifying him for the waiver request. Alex MacLean asked Mr. Malcolm to explain Mr. Tessmer's anticipated supervisory duties would be and Mr. Malcolm responded that Mr. Tessmer had no plans to hire brokers. Pat Ihnat summarized Mr. Tessmer's business plan as a sole proprietor shop, assisting buyers to find property. Debra Gisriel asked Mr. Tessmer is he currently held a brokers' license or taken the principal broker's course work and Mr. Malcolm responded that Mr. Tessmer did not hold a broker's license or taken the principal broker's coursework.</p> <p>MOTION TO APPROVE ROBERT TESSMER'S EXPERIENCE WAIVER REQUIREMENT REQUEST BY LAWNAE HUNTER SECOND BY PAT IHNAT</p> <p>MOTION CARRIED BY 6 AYES (ALEX MACLEAN, PAT IHNAT, MARIE DUE, KIM HEDDINGER, JOSE GONZALEZ, AND LAWNAE HUNTER) AND 3 NAYS (DAVID HAMILTON, SUSAN GLEN, AND DEBRA GISRIEL)</p>
06.07.21	Michael Paluska	PB	APPROVED	<p>Michael Paluska explained his background as an attorney he did not practice litigation and had over 25 years of experience in real estate law. Chair MacLean asked Mr. Paluska what experience he had with continuing education and Mr. Paluska responded that he had provided continuing education for the commercial industry members and for attorneys. Lawnae Hunter asked Mr. Paluska if he intended to operate a traditional brokerage, which would include supervising other brokers and he indicated that was his intention. Chair MacLean asked Mr. Paluska to elaborate on his current supervisory role and he explained that his practice consisted of one attorney and his management experience has been managing staff at various companies that he has owned. Dave Hamilton asked if he intended to continue to run his law firm and Mr. Paluska responded that he would.</p> <p>MOTION TO APPROVE MICHAEL PALUSKA'S REQUEST FOR EXPERIENCE WAIVER BY PAT IHNAT SECOND BY KIM HEDDINGER</p> <p>MOTION CARRIED BY 8 YES VOTES (ALEX MACLEAN, PAT IHNAT, MARIE DUE, JOSE GONZALEZ, DEBRA GISRIEL, LAWNAE HUNTER, SUSAN GLEN, AND KIM HEDDINGER) ONE NO (DAVE HAMILTON)</p>
04.04.22	Dana McNeil	PB	APPROVED	<p>Dana McNeil requested board approval for a 21 month waiver of the 3 year broker experience requirement for the principal broker license. Ms. McNeil outlined her experience of 15 years in commercial real estate, working specifically in the GSA niche in real estate negotiation, project management and construction.</p> <p>MOTION TO APPROVE DANA MCNEIL'S REQUEST FOR EXPERIENCE WAIVER BY ALEX MACLEAN SECOND BY LAWNAE HUNTER</p> <p>MOTION CARRIED BY UNANIMOUS VOTE</p>
06.06.22	Robert Pile	PB	MOTION FAILED – TIE VOTE	<p>MOTION TO APPROVE ROBERT PILE PRINCIPAL BROKER EXPERIENCE WAIVER BY ALEX MACLEAN SECOND BY LAWNAE HUNTER</p> <p>MOTION DOES NOT CARRY WITH SPLIT VOTE– (Gisriel-Nay, Due-Nay, Glen-Nay, Heddinger-Nay, Beal-Aye, Hunter-Aye, MacLean-Aye, Ihnet-Aye)</p>

Oregon Real Estate Board

Experience Requirement Waiver Request

Date: 11.11.22

Name: Robert L. Pile

Address: 33122 Felisha Way, Scappoose, OR 97056

Daytime Phone Number: 503.867.6927 Oregon License Number: 201101091

GENERAL INFORMATION AND DOCUMENTATION

1. I am seeking an experience requirement waiver to become a real estate **PRINCIPAL BROKER**. (ORS 696.022 and OAR 863-014-0040)
2. I am currently licensed as a real estate broker in Oregon: Yes___ No_**X**
If yes, please state the dates for which you held an Oregon real estate license: _____ to _____
Was your Oregon license obtained through a reciprocal agreement with another state? Yes___ No_____
3. I am currently licensed or have held a real estate license in another state that was issued by the state's licensing authority: Yes **X** No _____. Indicate the following

Type of License	State Issued	Dates Active License Held
Real Estate Managing Broker, Designated Broker	Washington	From: 12/16/2015 To 12/16/2017

4. Per OAR 863-014-0040 and OAR 863-014-0042, I have:

	Yes	No	Date Completed	Additional Required Information	Agency Use Only
Completed the "Broker Administration and Sales Supervision" course for principal real estate brokers. Must be completed PRIOR to waiver request.	X		12/10/2020	Attach original course certificate.	
Submitted the Real Estate License Application for Principal Broker license and \$300 fee. Must be completed PRIOR to waiver request.	X		3/14/2016	Attach copy of confirmation letter from Agency.	
Successfully passed the Oregon Principal Broker exam. Must be completed PRIOR to waiver request.	X		11/16/2021	National Score: __63__ State Score: 41__	
Graduated from a four-year college or university with a degree in real estate curriculum approved by the Commissioner.(863-014-0042)		X		Attach official transcript to request, if any.	
Graduated with a two-year community college associates degree in real estate curriculum approved by the Commissioner. (863-014-0042)		X		Attach official transcript, if any.	
Substantial real estate-related experience equivalent to at least 3 years active licensed experience. Include any real estate designations achieved. (OAR 863-014-0042)	X			Attach a written details about your additional real estate experience that would assist in the Board's consideration of your waiver request.	

	Yes	No	Date Completed	Additional Required Information	Agency Use Only
Included the number and type of real estate transactions (listings and transactions that were closed) I have completed while holding a real estate license in Oregon or in another state.		X	None	Attach a document showing the number and types of transactions you have completed while licensed, if any.	

REQUIRED DOCUMENTS

Listed below are the required documents to be included in the request for an experience waiver.

1. Your letter requesting a waiver of the three year active licensed experience. This letter should:
 - o State the reason for the request, including the compelling reason why you cannot wait to complete the three years of active licensed experience.
 - o Indicate the real estate experience you have that would be an acceptable substitute for the three years of required experience.
 - o Explain how you obtained the knowledge and expertise to adequately manage a real estate business, which includes supervising Oregon real estate licensees and handling clients' trust accounts.
2. Required documentation listed above in the General Information and Documentation section #4.

HELPFUL DOCUMENTS

The following information is helpful, but not required, for the Board to thoroughly evaluate your request:

- o Letters of reference pertaining to your real estate experience
- o Letters of reference from current or past supervising principal brokers
- o Supervisory experience
- o Familiarity and experience in other related industries: escrow, title, mortgage, etc.


OTHER REQUIREMENTS

- You will be required to attend the Oregon Real Estate Board meeting when this waiver is discussed. The Board schedule will be communicated in follow-up correspondence upon receipt of your documents.
- Be prepared to answer questions from the Board to support your request.
- Waiver requests must be received at the agency no less than 21 days before the board meets.
- You must email all documents, including this completed and signed "Experience Requirement Waiver Request," to madeline.c.alvarado@oregon.gov.

IMPORTANT NOTE: All documents submitted become part of the Board Packet and, therefore, public record. The Agency highly recommends that you remove/redact any confidential information on your documents, such as your social security number, date of birth, and credit card information. Please do not put the packet into any type of folder or binding.

Please direct any questions to Madeline Alvarado at 971-719-3406 or madeline.c.alvarado@oregon.gov.

I certify that the above information is true to the best of my knowledge.



11.11.22

2022 BOARD MEETING DATES

MEETING DATE

February 7, 2022
 April 4, 2022
 June 6, 2022
 August 1, 2022
 October 3, 2022
 December 5, 2022

WAIVER PACKET DUE DATE

January 17, 2022
 March 14, 2022
 May 16, 2022
 July 11, 2022
 September 12, 2022
 November 14, 2022

November 11, 2022

Oregon Real Estate Board
c/o Oregon Real Estate Agency
530 Center St NE, Suite 100
Salem, OR 97301

RE: Experience Requirement Waiver Request – Principal Broker

Members of the Board,

Thank you for taking the time to consider this waiver of the experience requirement for an Oregon Principal Broker's license. I have been in the real estate field for 16 years, functioning as an Oregon Property Manager, a Washington Managing and Designated Broker, Certified Construction Manager (CCM) and developer. I'm seeking a Principal Broker's license now so that I may better fulfill my role as the Head of Real Estate Strategy for HOMMA, a startup that is working to deliver a new kind of housing with proprietary, integrated smart home technology. Our goal is to directly sell our units to the general public, and I would like to function as an in-house listing broker given my unique understanding of what makes these units different and how best to communicate that to potential buyers. The first units are expected to come to market in the fall of 2023 with additional units following in the fall of 2024.

In addition to having been a licensed Oregon Property Manager for approximately 4 years and a Washington Managing and Designated Broker for 2 years, I also have a Masters Degree in Real Estate Development from Portland State University, which I completed in 2014. That followed a Bachelors Degree in Economics with an emphasis in Real Estate from the University of San Diego. My advanced education and professional experience has been entirely in the field of real estate, and I have worked with countless property managers, brokers, consultants, banks, investors, and owners over that time.

I have effectively managed other brokers as a client on dozens of transactions ranging from office, retail, industrial, and residential leases to the purchase and sale of those same asset classes. I have been highly aware of all details of the negotiations and transactional logistics, including working with title and escrow companies, various financing providers, and other parties to the transactions.

During my time as a licensed Oregon Property Manager and Washington Managing and Designated Broker, I was responsible for ensuring compliance with all associated regulations, including the management of clients' trust accounts. As the Director of Operations for TMT Development and later as the Associate VP of Operations and then COO, I managed a team of 2-5 licensed Property Managers and Brokers as well. I have extensive business and management experience, all within the context of real estate.

Lastly, I have completed all of the Oregon Principal Broker educational and testing requirements and feel that my particular set of circumstances and professional background make me an ideal candidate to receive a waiver of the experience requirement. Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read "Robert L. Pile". The signature is stylized and fluid, with a long horizontal stroke at the end.

Robert L. Pile

Representative Purchase and Sale Transactions

<u>Year</u>	<u>Property</u>	<u>Company</u>
2021	5112 SE Woodstock Blvd, Portland, OR	HOMMA
2021	5422 N Mississippi Ave, Portland, OR	HOMMA
2019	231 SE Grand Ave, Portland, OR	Sturgeon Dev Partners
2019	195 Commercial St SE, Salem, OR	Sturgeon Dev Partners
2018	1435 NW Northrup, Portland, OR	Sturgeon Dev Partners
2017	1715 NW 17th Ave, Portland, OR	Sturgeon Dev Partners
2014	395 Lancaster Dr SE, Salem, OR	TMT Development
2013	5800 BLK Commercial St SE, Salem, OR	TMT Development

Representative Lease Transactions

<u>Year</u>	<u>Tenant</u>	<u>Company</u>
2019	PWN Pet Hospital, Mill Plain Plaza, Vancouver, WA	TMT Development
2019	UBS, Fox Tower, Portland, OR	TMT Development
2018	Columbia Bank, Fox Tower, Portland, OR	TMT Development
2018	Archivist, Fox Tower, Portland, OR	TMT Development
2018	GTT Group, Studio Building, Portland, OR	TMT Development
2018	Ruby Receptionists, Fox Tower, Portland, OR	TMT Development
2018	Kinokuniya, Guild Theater, Portland, OR	TMT Development
2017	Newmark, Park Ave West, Portland, OR	TMT Development
2016	Morgan Stanley, Park Ave West, Portland, OR	TMT Development
2016	Stoel Rives, Park Ave West, Portland, OR	TMT Development



This transcript reflects college level courses taken at transfer institutions and at PSU. These courses have not been evaluated for applicability towards a PSU degree, university studies placement, or total degree hours. Therefore, some credits on this report may not apply to these things (e.g. duplicate courses).

The Transfer Evaluation Report, received at the time of admission, and/or a [Degree Audit Report \(DARS\)](#) provides a more accurate assessment of credit applicability, university studies placement, and degree progress.

If you received an Incomplete grade in an undergraduate course for Fall 2006 or forward you may be affected by the new "I to F" grading policy. [Click here](#) to view the complete policy.

[Institution Credit](#) [Transcript Totals](#)

Portland State University
Unofficial Transcript for Robert L. Pile

STUDENT INFORMATION

Student Type: Non-Degree Grad

Curriculum Information

Current Major(s):

Major: Undeclared/Not
Applicable

***Transcript type:Self Service - Web Display is NOT Official ***

DEGREE INFORMATION

Degree Graduate Degree Date: 20-MAR-2010
Awarded: Certificate

Curriculum Information

College: College Urban & Public Affairs

Major: Real Estate Development

Degree Master of Real Degree Date: 15-JUN-2014
Awarded: Estate Devlp

Curriculum Information

College: The School of Business

Major: Real Estate Development

INSTITUTION CREDIT [-Top-](#)

Term: Winter 2007 Quarter

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points
USP	598	GR	INTRO FIN & REAL ESTATE	A-	3.000	11.01

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA	Quality Points	GPA
PSU Current:	3.000	0.000	3.000	3.000	11.01	3.67

PSU Cumulative: 3.000 0.000 3.000 3.000 11.01 3.67

Unofficial Transcript

Term: Spring 2007 Quarter

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
USP	523	GR	REAL ESTATE DEV I	A-	3.000	11.01	

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
PSU Current:	3.000	0.000	3.000	3.000	11.01	3.67
PSU Cumulative:	6.000	0.000	6.000	6.000	22.02	3.67

Unofficial Transcript

Term: Summer 2007 Quarter

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
USP	546	GR	REAL ESTATE DEVELOP II	A-	3.000	11.01	

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
PSU Current:	3.000	0.000	3.000	3.000	11.01	3.67
PSU Cumulative:	9.000	0.000	9.000	9.000	33.03	3.67

Unofficial Transcript

Term: Fall 2007 Quarter

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
USP	573	GR	HOUSING ECONOMICS	B+	4.000	13.32	

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
PSU Current:	4.000	0.000	4.000	4.000	13.32	3.33
PSU Cumulative:	13.000	0.000	13.000	13.000	46.35	3.56

Unofficial Transcript

Term: Summer 2008 Quarter

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
USP	599	GR	REAL ESTATE FIN & INVEST	B+	3.000	9.99	

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
PSU Current:	3.000	0.000	3.000	3.000	9.99	3.33
PSU Cumulative:	16.000	0.000	16.000	16.000	56.34	3.52

Unofficial Transcript

Term: Fall 2008 Quarter

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
USP	548	GR	REAL ESTATE MARKET ANALYSIS	A-	3.000	11.01	

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
PSU Current:	3.000	0.000	3.000	3.000	11.01	3.67
PSU Cumulative:	19.000	0.000	19.000	19.000	67.35	3.54

Unofficial Transcript

Term: Summer 2009 Quarter

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
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USP 562 GR REAL ESTATE DEVELOP WORKSHOP A 3.000 12.00

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
PSU Current:	3.000	0.000	3.000	3.000	12.00	4.00
PSU Cumulative:	22.000	0.000	22.000	22.000	79.35	3.60

Unofficial Transcript

Term: Winter 2010 Quarter

Subject	Course Level	Title	Grade	Credit Hours	Quality Points
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USP 529 GR GREEN BUILDINGS I B+ 3.000 9.99

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
PSU Current:	3.000	0.000	3.000	3.000	9.99	3.33
PSU Cumulative:	25.000	0.000	25.000	25.000	89.34	3.57

Unofficial Transcript

Term: Fall 2012 Quarter

Subject	Course Level	Title	Grade	Credit Hours	Quality Points
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USP 538 GR REAL ESTATE LAW A 3.000 12.00

USP 624 GR DEVELOPOMENT PROJECT DESIGN A 3.000 12.00

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
PSU Current:	6.000	0.000	6.000	6.000	24.00	4.00
PSU Cumulative:	31.000	0.000	31.000	31.000	113.34	3.65

Unofficial Transcript

Term: Winter 2013 Quarter

Subject	Course Level	Title	Grade	Credit Hours	Quality Points
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RE 531 GR EXEC PERSPECTIVES REAL ESTATE P 1.000 0.00

USP 515 GR ECON APPL URBAN ST B+ 4.000 13.32

USP 524 GR SITE PLANNING A 3.000 12.00

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
PSU Current:	8.000	1.000	8.000	7.000	25.32	3.61
PSU Cumulative:	39.000	1.000	39.000	38.000	138.66	3.64

Unofficial Transcript

Term: Spring 2013 Quarter

Subject	Course Level	Title	Grade	Credit Hours	Quality Points
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USP 527 GR DOWNTOWN REVITALIZATION A 3.000 12.00

USP 596 GR AFFORDABLE HOUSING FINANCE A 3.000 12.00

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
PSU Current:	6.000	0.000	6.000	6.000	24.00	4.00
PSU Cumulative:	45.000	1.000	45.000	44.000	162.66	3.69

Unofficial Transcript

Term: Summer 2013 Quarter

Subject	Course Level	Title	Grade	Credit Hours	Quality Points
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RE 562 GR REAL ESTATE DEVELOP WKSHP A 4.000 16.00

USP 563 GR REAL ESTATE CONSTRUCTION A 3.000 12.00

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
PSU Current:	7.000	0.000	7.000	7.000	28.00	4.00
PSU Cumulative:	52.000	1.000	52.000	51.000	190.66	3.73

Unofficial Transcript

Term: Fall 2013 Quarter

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points
USP	569	GR	SUSTAINABLE CITIES & REGIONS	A-	4.000	14.68
USP	612	GR	COMMUNITY, PLANNING, & ETHICS	A	3.000	12.00

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
PSU Current:	7.000	0.000	7.000	7.000	26.68	3.81
PSU Cumulative:	59.000	1.000	59.000	58.000	217.34	3.74

Unofficial Transcript

Term: Winter 2014 Quarter**Last Academic Standing:** Grad Good Standing

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points
RE	505	GR	R&C PROPERTY MGMT	A	2.000	8.00

Term Totals (Graduate)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
PSU Current:	2.000	0.000	2.000	2.000	8.00	4.00
PSU Cumulative:	61.000	1.000	61.000	60.000	225.34	3.75

Unofficial Transcript

TRANSCRIPT TOTALS (GRADUATE) [-Top-](#)

	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
Total Institution:	61.000	1.000	61.000	60.000	225.34	3.75
Total Transfer:	0.000	0.000	0.000	0.000	0.00	0.00
Overall:	61.000	1.000	61.000	60.000	225.34	3.75

Unofficial Transcript

RELEASE: 8.7.1.PA**© 2022 Ellucian Company L.P. and its affiliates.**

Oregon Real Estate Agency

OR Principal Broker - National

Pile, Robert
33122 Felisha Way
Scappoose, OR 97056
USA

CANDIDATE ID NUMBER: *****1091
EXAMINATION DATE: 05/11/2021
CONTROL ID: *****
BOOKING ID: DLKSG3BE

Congratulations. You have **passed** this examination. Your score is **63**.
The passing score is **60**.

Content Area	Your Score	Max Score
Property ownership	7	8
Land use controls and regulations	3	3
Valuation and market analysis	6	6
Financing	4	6
General principles of agency	8	10
Property disclosures	5	6
Contracts	10	14
Leasing and Property Management	2	4
Transfer of title	5	6
Practice of real estate	7	11
Real estate calculations	6	6
TOTAL	63	80

THIS IS NOT A LICENSE. Do not conduct professional real estate activity until you are notified by the Oregon Real Estate Agency that you are licensed.

- Your fingerprint results can take up to 4 weeks to reach the Agency.
- The Agency will receive your exam scores in 3 business days.
- Check the status of your license application by logging in to your eLicense account at <https://orea.elicense.irondata.com>.
- Passing exam scores and background clearances are good for 1 year. The Agency can only issue a license while your scores and background clearance are valid.
- The requirements for your specific license can be found via the "Get a License" link at www.oregon.gov/rea.
- Once all license requirements are completed, including association to a registered business name (RBN), the Agency will issue a license.

Oregon Real Estate Agency

OR Principal Broker - State

Pile, Robert
33122 Felisha Way
Scappoose, OR 97056
USA

CANDIDATE ID NUMBER: *****1091
EXAMINATION DATE: 11/16/2021
CONTROL ID: *****
BOOKING ID: UKJNJREE

Congratulations. You have **passed** this examination. Your score is **41**.
The passing score is **38**.

Content Area	Your Score	Max Score
License Law and Disciplinary Measures	5	7
Handling of Clients' Funds	5	5
Agency Law and Rules	4	5
Regulation of Broker Activities	6	8
Document Handling and Recordkeeping	4	4
Property Management	5	6
Oregon Real Estate Related Statutes	12	15
TOTAL	41	50

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- The Agency will receive your exam scores in 3 business days.
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- Passing exam scores and background clearances are good for 1 year. The Agency can only issue a license while your scores and background clearance are valid.
- The requirements for your specific license can be found via the "Get a License" link at www.oregon.gov/rea.
- Once all license requirements are completed, including association to a registered business name (RBN), the Agency will issue a license.



STATE OF WASHINGTON
DEPARTMENT OF LICENSING

PO Box 9021 Olympia, Washington 98507-9021

March 10, 2022

ROBERT L PILE
14021 NE Russell St
Portland, OR 97230-3836

CERTIFICATION OF LICENSURE

This is to certify that a good faith search of our records reveals the following information.

THIS IS TO CERTIFY THAT:	ROBERT L PILE
ORIGINAL DATE OF LICENSURE:	12-16-2015
LICENSE NUMBER:	25891 Managing Broker
EXAM PASS DATE:	03-05-2015
CURRENT LICENSE STATUS:	Canceled
LICENSE EXPIRES:	12-16-2017
LICENSE DISCIPLINED:	None
ENDORSEMENT TYPE:	

Lona Price
Department of Licensing
Real Estate Licensing

Skip a trip – go online www.dol.wa.gov

We are committed to providing equal access to our services.
If you need accommodation, please call 360-664-6500 or TTY 360-664-0116.

Principal Broker Course Completion Certificate

THIS CERTIFICATE WILL VERIFY THAT:

Robert Pile

Real Estate License Number: 201101091

Mailing Address of:

33122 Felisha Way, Scappoose, OR 97056

has successfully completed the final examination for the correspondence/Internet study course:

Brokerage Administration and Sales Supervision

The course credit granted is **40 hours** on the date of **December 10, 2020** at www.OnlineEd.com. The date of completion is the date the actual Internet study course examination was actually taken and graded. This course is approved by the Oregon Real Estate Agency to meet the requirements of the Oregon Principal Real Estate Broker - Brokerage Administration and Sales Supervision 40 hour course required as a prerequisite to obtaining an Oregon Principal Real Estate Brokers License.

THIS OFFERING IS UNDER THE TOPIC OF
Brokerage Administration and Sales Supervision

OREGON REAL ESTATE AGENCY CERTIFIED CONTINUING EDUCATION COURSE

PROVIDER COURSE NUMBER: **1038-1039**

THIS COURSE WAS SPONSORED AND THIS CERTIFICATE ISSUED BY:

OnlineEd Inc.

N. Jeffrey Sorg, School Director

7405 SW Beveland Road, Portland, OR 97223

mail@OnlineEd.com, <https://www.onlineed.com/>

Phone: (503) 670-9278

Certificate Authentication Number: 1129129

This certificate is void if the above authentication number cannot be verified by OnlineEd

Click to verify: <https://www.onlineed.com/VERIFY?4910-A318-A0A3-0047-1B91>



Oregon Real Estate Broker Pre-License Training

Be It Known That

Robert Pile

has completed the following courses through this institution and received a passing grade of "C" or its equivalent. The Oregon Real Estate Agency has approved each course for its indicated clock hours. This institution maintains a copy of this transcript for 25 years.

Course	Signature of School Official (N. Jeffrey Sorg or Chris Culbertson)	Date of Test
Module 1- Agency (15 hours)	<u>A. Q125</u>	Aug 17, 2020
Module 2- Contracts (15 hours)	<u>A. Q125</u>	Nov 9, 2020
Module 3- Real Estate Law (30 hours)	<u>A. Q125</u>	Nov 27, 2020
Module 4- Practices (30 hours)	<u>A. Q125</u>	Nov 27, 2020
Module 5- Brokerage (20 hours)	<u>A. Q125</u>	Nov 28, 2020
Module 6- Finance (30 hours)	<u>A. Q125</u>	Nov 29, 2020
Module 7- Property Management (10 hours)	<u>A. Q125</u>	Nov 29, 2020

Certificate Authentication Number: 1129128

July 14, 2022

To Whom it may concern,

Mr. Robert Pile was a Vice President of TMT Development for a period of 9 years. During that period of time, as Senior Vice President, I served as both colleague and fellow member of the executive committee.

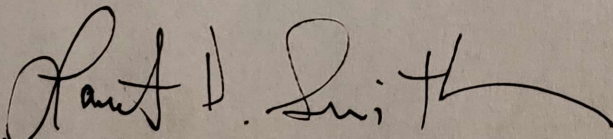
Mr. Pile's performance during his tenure was exceptional. He has proven to be highly motivated, capable and especially knowledgeable across many real estate disciplines.

His leadership and assistance were invaluable over the past years in moving forward a number of difficult, complex and time-consuming real estate developments. In that capacity, he was an active participant in the associated property transactions, assisting with financial analysis, due diligence, and execution, and working with brokers, lawyers, banks, title companies, consultants, and others.

I would highly recommend Robert for any future endeavor in the real estate industry.

Should you require any further information regarding Robert's performance, please do not hesitate to contact me personally.

Sincerely,

A handwritten signature in black ink, appearing to read "Lamont D. Smith". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Lamont D. Smith, Senior Vice President TMT Development, retired

503.679.3728



PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER

Rev. 3/2022

Real Estate Agency
530 Center St. NE Ste. 100
Salem OR 97301
Phone: (503) 378-4170

**AGENDA ITEM NO.
IV**

INSTRUCTIONS

To petition the Real Estate Board for approval of qualifications to become an applicant for certification as a continuing education provider, the petitioner must complete this form and submit it by e-mail to madeline.c.alvarado@rea.oregon.gov a least 21 days before the next scheduled Board meeting at which the applicant wishes the Board to act.

IMPORTANT:

- If the petitioner is an entity, the information provided must pertain to that entity. If the petitioner is an individual, the information provided must pertain to that individual.
- All information and documents submitted as part of this petition become part of the Board Packet, and therefore, public record.
- Petitioners will need to appear before the Board. This may be done in person or by phone. Once the Agency receives this completed petition, a letter will be sent to the petitioner with the date of the Board meeting the petitioner will need to attend.
- Please do not submit any class or course information as the Oregon Real Estate Agency Board is not able to review or consider this information.

If the Board approves this petition, the Agency will email a letter to the petitioner, confirming the Board's approval. The petitioner may then apply for certification as a continuing education provider under OAR 863-020-0030.

PETITIONER

Name Cherry Creek Mortgage, LLC Phone Number (303) 854-3000

Physical Address 7600 E Orchard Rd. Address Cont. Suite 250-N

City Greenwood Village State CO Zip Code 80111 County Arapahoe

E-mail reastridge@ccmclending.com

Mailing Address (if different) 3609 S Wadsworth Blvd. Address Cont. Suite 500

City Lakewood State CO Zip Code 80235 County Jefferson

AUTHORIZED CONTACT PERSON

Prefix _____ First Name Rachae Last Name Eastridge

Phone Number (303) 854-3088 E-mail reastridge@ccmclending.com

Indicate who will appear before the board on behalf of the Petitioner: Rachael Eastridge

AGENCY USE ONLY

Approved by Board YES NO

Review Date _____

PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER, Continued

QUALIFICATION INFORMATION

Provide below sufficient information about the petitioner to allow the Board to determine whether the petitioner qualifies for certification. **If the petitioner is an entity, the information provided must pertain to that entity. If the petitioner is an individual, the information provided must pertain to that individual.**

Information **MUST** include one or both of the following:

- Petitioner’s demonstrated expertise and experience in providing educational courses to real estate licensees.
- Petitioner’s demonstrated experience and expertise in two or more course topics eligible for continuing education credit under OAR 863-020-0035.

You may attach up to **three (3)** additional pages if necessary.

Cherry Creek Mortgage, LLC (CCM) wishes to become certified to provide CE courses to realtors in the State of Oregon. CCM's Reverse Division is committed to teaching our realtor partners about reverse mortgages and how to identify a reverse mortgage client and provide the best guidance on their mortgage options.

CCM only allows seasoned reverse mortgage professionals to teach this course on behalf of CCM.

CCM has gotten the proposed course approved in the following states: Colorado, Utah, Nevada, Wyoming and Montana. CCM has also gotten a separate presentation directed to Financial Planners approved nationally by the CFPB.

The topics applicable to our lesson from the Oregon Division 20 (836-020-0035) list are:

1. (t) Real Estate Finance - Instructor has strong financial services background and is certified CRMP (See attachments)
2. (ee) Real Estate Economics- Instructor has strong financial services background and is certified CRMP (See attachments)
3. (i) Real Estate Consumer Protection- Instructor has strong financial services background and is certified CRMP (See attachments)
4. (r) Risk Management- Instructor has strong financial services background and is certified CRMP (See attachments)

If the Board agrees to allow CCM to teach Realtors in Oregon about reverse mortgages we will be able to provide all supporting documentation including: presentation, student hand outs, policies and procedures to teach CE credits on behalf of CCM, sample certificates, flyers, and promotional materials.

PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER, Continued

AUTHORIZATION AND ATTESTATION

- I hereby certify that I am authorized to submit this form on behalf of the petitioner and that the information is true and accurate, to the best of my knowledge.
- I certify that petitioner, or authorized individual on petitioner's behalf, has read, understands and is ready to comply with the statutory and administrative rule provisions applicable to certified continuing education providers.
- I attest that petitioner knows and understands the responsibilities of a certified continuing education provider under OAR 863-020-0050.
- I attest that petitioner knows and understands the requirements of an instructor under ORS 696.186 and the information required on a continuing education instructor qualification form under OAR 863-020-0060.

I UNDERSTAND:

	Initials	Date Completed	Agency Use Only
I will complete the Continuing Education Provider Application and will pay the \$300 fee upon Board approval.	11/01/2022		
I understand the requirements of an education provider as outlined in Oregon Administrative Rules (OAR) Chapter 863, Division 20.	11/01/2022		
Petitioner has demonstrated their experience and expertise in two or more course topics eligible for continuing education credit as listed in OAR 863-020-0035.	11/1/2022		
Petitioner has demonstrated their experience in providing educational courses to real estate licensees.	11/1/2022		

Rachael Eastridge

Date: **11/01/2022**

Printed Name of Authorized Individual

Rachael Eastridge
Signature of Authorized Individual

Reset

Print Form

David B. Darling

February 2022 – Current: Director of Reverse Mortgage Training, Cherry Creek Mortgage, LLC

Content creator and instructor for reverse mortgage courses and learning materials. Oversee product training to over 400 loan officers, joint venture partners and wholesale affiliates.

October 2015 –Current: Owner, Darling Financial Services

Reverse mortgage software development and loan officer coaching

2014 – 2021: Instructor, Mortgage Licensing Continuing Education, Vista College, Richardson TX

Provide annual 8-hour CE course to licensed loan officers in San Diego County.

2022: Instructor, 2 Hour Realtor Continuing Education (approved by CO-DORA), Cherry Creek Mortgage, LLC

Created Content approved by DORA and lead 2-hour CE course to licensed real estate agents in Colorado.

May 2019 – February 2022: Co Branch Manager, Lineage Lending

Managed small team of loan officers and processor, self-generating wholesale mortgages.

April 2012 – April 2019: Branch Manager, HighTechLending

Producing Manager of several branches, focusing on reverse mortgages in 19 states.

2012 – August 2018: Managing Director, Premier Home Equity

Founding member of start-up company launched to create proprietary reverse mortgage loan products.

July 2006 – March 2012: VP & Senior Reverse Mortgage Loan Officer, Liberty Street Financial Group

Primary contact point for all inbound customer inquiry calls concerning FHA and jumbo reverse mortgages. Coordinate customer appointments with field loan officers in five states. Manage key milestones in loan processing and solve any transaction related problems. Train new hires and handle all hybrid mortgages and equity sharing programs.

Sept. 2005 – July 2006 Mortgage Loan Officer

Completed a three-month Junior Loan Officer training program and was promoted to loan officer in December 2005. Learned mortgage lending guidelines, policies, best practices & software and began building client referral base.

2001 - 2005 Export Finance Entrepreneur

Launched a consulting practice in California structuring and implementing export financings involving buyers in Eastern Europe and Russia. Obtained financing commitments exceeding

\$100 mm from banks such as Deutsche Bank, WestLB, Raiffeisen, Citibank, Bankgesellschaft Berlin, Standard Bank, Mediocredito, and others. Risk mitigation enhanced with ECA commitments from Ex-Im Bank, Hermes, SACE, NCM and Finnvera and private insurers such as SCOR, Unistrat and AIG.

1992 – 2001 Bank Austria

- First Vice President & Head of Trade Finance, Bank Austria, NY (1994-2001)

Managed a team responsible for marketing and implementing trade finance credits involving US exports to Latin America and Eastern Europe. Full range of export finance products represented in a \$500 mm portfolio, e.g. pre-export finance, self liquidating direct credits, medium term Ex-Im loans, etc.

- Senior Vice President, LB Credit Corporation, San Francisco (1992-1994)

Senior member of special project dedicated to selling LB Credit, which was a nationwide leasing company with assets exceeding \$500 mm. The project was very successful; Bank Austria recouped its entire investment, contradicting internal audit analyses expecting a net loss of \$50 million.

1982 – 1991 Creditanstalt-Bankverein (affiliates and subsidiaries)

- Joint General Manager, CAWT, New York (1990-1991)
- Head of Trade Finance, CAWT, San Francisco (1988-1990)
- Representative, San Francisco (1986-1990)
- Trade Finance Officer, New York, (1985-1986)
- Countertrade Specialist, Vienna Austria (1984)
- Credit Analyst, New York (1983-1984)
- Trainee, Vienna Austria (1982 – 1983)

Education: University of Colorado (1982) - BS – Business / Finance and BA – German

Accreditations:

Certified Reverse Mortgage Professional #137519, National Reverse Mortgage Lenders Association

Inactive Investment Advisor (series 65) & CA Insurance (Life & Health – inactive)

Languages: German- fluent; Spanish – conversational

Community: Youth Program Volunteer with YMCA and Boy Scouts of America

Travel: Europe, North, Central and South America (extensive); Turkey, Israel & Japan

Hobbies: Genealogy (over 2,400 in family tree I maintain); Automotive (DIY conversion to electric- 1955 Triumph TR3); Personal Fitness (hiking national park trails)



Certified Reverse Mortgage Professional

David B Darling

Effective Dates

12/1/2021 - 11/30/2022

Member Since

2010

Certification Number

11795



The Certified Reverse Mortgage Professional designation is sponsored by the National Reverse Mortgage Lenders Association.

has been examined and has demonstrated a superior knowledge and competency in the area of reverse mortgages, has met the prescribed requirements of this designation, has agreed to uphold the highest ethical and professional standards and is therefore entitled to use the name Certified Reverse Mortgage Professional and the CRMP designation.

Steve Irwin
President
National Reverse Mortgage Lenders Association

Brett Kirkpatrick
Chairman
Independent Certification Committee





PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER

Rev. 3/2022

Real Estate Agency
530 Center St. NE Ste. 100
Salem OR 97301
Phone: (503) 378-4170

INSTRUCTIONS

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- Petitioners will need to appear before the Board. This may be done in person or by phone. Once the Agency receives this completed petition, a letter will be sent to the petitioner with the date of the Board meeting the petitioner will need to attend.
- Please do not submit any class or course information as the Oregon Real Estate Agency Board is not able to review or consider this information.

If the Board approves this petition, the Agency will email a letter to the petitioner, confirming the Board's approval. The petitioner may then apply for certification as a continuing education provider under OAR 863-020-0030.

PETITIONER

Name Lawrence Belland Phone Number 503-740-773

Physical Address 1250 Wells St Address Cont. _____

City Lake Oswego State OR Zip Code 97034 County Clackamas

E-mail Lawrence@justradon.com

Mailing Address (if different) _____ Address Cont. _____

City _____ State _____ Zip Code _____ County _____

AUTHORIZED CONTACT PERSON

Prefix _____ First Name Lawrence Last Name Belland

Phone Number 503-740-7737 E-mail Lawrence@justradon.com

Indicate who will appear before the board on behalf of the Petitioner: Lawrence Belland

AGENCY USE ONLY

Approved by Board YES NO

Review Date _____

PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER, Continued

QUALIFICATION INFORMATION

Provide below sufficient information about the petitioner to allow the Board to determine whether the petitioner qualifies for certification. If the petitioner is an entity, the information provided must pertain to that entity. If the petitioner is an individual, the information provided must pertain to that individual.

Information **MUST** include one or both of the following:

- Petitioner's demonstrated expertise and experience in providing educational courses to real estate licensees.
- Petitioner's demonstrated experience and expertise in two or more course topics eligible for continuing education credit under OAR 863-020-0035.

You may attach up to three (3) additional pages if necessary.

The course subject is eligible for real estate continuing education credit required by ORS 696.174 and OAR 863-020-0010 under the following topics: 1. (i) Real estate consumer protection.
2. (cc) Environmental protection issues in real estate.

I qualify as a CE course provider under the Continuing Education Provider Qualifications stated under 863-020-0020 (3)d. 1. I'm a licensed Oregon commercial general contractor (CCB #212656), 2. I'm an NRPP-certified radon measurement provider (#110437-RMP), 3. I'm an NRPP-certified mitigation provider (#110989-RMS), 4. I'm an NRPP-certified Soil Gas Mitigation Compliance Inspector (#113114-SGM-CI), 5. I'm an NRSB-certified radon mitigation specialist (#RRS-20G006). 6. Oregon licensed Principal Broker (#921100163).

I'm one of two radon mitigators in Oregon to be certified by both of the EPA certifying bodies: the NRPP and the NRSB. I also hold advanced certifications for passive radon mitigation systems in new construction, measurement in schools & large buildings, mitigation systems for schools and large buildings, and the Advanced Radon Professional designation by AARST.

I've tested 1,000's of homes for radon and installed hundreds of radon abatement systems throughout Oregon and SW Washington.





The course name is "Radon in the Real Estate Transaction"

PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER, Continued

AUTHORIZATION AND ATTESTATION

- I hereby certify that I am authorized to submit this form on behalf of the petitioner and that the information is true and accurate, to the best of my knowledge.
- I certify that petitioner, or authorized individual on petitioner's behalf, has read, understands and is ready to comply with the statutory and administrative rule provisions applicable to certified continuing education providers.
- I attest that petitioner knows and understands the responsibilities of a certified continuing education provider under OAR 863-020-0050.
- I attest that petitioner knows and understands the requirements of an instructor under ORS 696.186 and the information required on a continuing education instructor qualification form under OAR 863-020-0060.

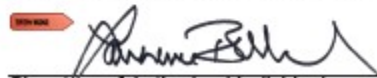
I UNDERSTAND:

	Initials	Date Completed	Agency Use Only
I will complete the Continuing Education Provider Application and will pay the \$300 fee upon Board approval.		10/11/2022	
I understand the requirements of an education provider as outlined in Oregon Administrative Rules (OAR) Chapter 863, Division 20.		10/11/2022	
Petitioner has demonstrated their experience and expertise in two or more course topics eligible for continuing education credit as listed in OAR 863-020-0035.		10/11/2022	
Petitioner has demonstrated their experience in providing educational courses to real estate licensees.		10/11/2022	

Lawrence Belland

Date: 10/30/2022

Printed Name of Authorized Individual


Signature of Authorized Individual

Reset

Print Form



PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER

Rev. 3/2022

Real Estate Agency
530 Center St. NE Ste. 100
Salem OR 97301
Phone: (503) 378-4170

INSTRUCTIONS

To petition the Real Estate Board for approval of qualifications to become an applicant for certification as a continuing education provider, the petitioner must complete this form and submit it by e-mail to madeline.c.alvarado@rea.oregon.gov a least 21 days before the next scheduled Board meeting at which the applicant wishes the Board to act.

IMPORTANT:

- If the petitioner is an entity, the information provided must pertain to that entity. If the petitioner is an individual, the information provided must pertain to that individual.
- All information and documents submitted as part of this petition become part of the Board Packet, and therefore, public record.
- Petitioners will need to appear before the Board. This may be done in person or by phone. Once the Agency receives this completed petition, a letter will be sent to the petitioner with the date of the Board meeting the petitioner will need to attend.
- Please do not submit any class or course information as the Oregon Real Estate Agency Board is not able to review or consider this information.

If the Board approves this petition, the Agency will email a letter to the petitioner, confirming the Board's approval. The petitioner may then apply for certification as a continuing education provider under OAR 863-020-0030.

PETITIONER

Name Perfection Inspection Inc. Phone Number (503) 508-4321

Physical Address 1160 31st Ct NW Address Cont. _____

City Salem State OR Zip Code 97304 County Polk

E-mail jallhiser@PerfectionInspectionInc.com

Mailing Address (if different) _____ Address Cont. _____

City _____ State _____ Zip Code _____ County _____

AUTHORIZED CONTACT PERSON

Prefix _____ First Name Jim Last Name Allhiser

Phone Number (503) 508-4321 E-mail Jallhiser@PerfectionInspectionInc.com

Indicate who will appear before the board on behalf of the Petitioner: Jim Allhiser

AGENCY USE ONLY

Approved by Board YES NO

Review Date _____

PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER, Continued

QUALIFICATION INFORMATION

Provide below sufficient information about the petitioner to allow the Board to determine whether the petitioner qualifies for certification. **If the petitioner is an entity, the information provided must pertain to that entity. If the petitioner is an individual, the information provided must pertain to that individual.**

Information **MUST** include one or both of the following:

- Petitioner's demonstrated expertise and experience in providing educational courses to real estate licensees.
- Petitioner's demonstrated experience and expertise in two or more course topics eligible for continuing education credit under OAR 863-020-0035.

You may attach up to **three (3)** additional pages if necessary.

I been a certified home inspector in Salem since 2004 and have performed more than eight thousand inspections.
I have taught classes to real estate agents, clients, investors and I veiw each inspection as a class for agents and clients to help them learn about the property that is being inspected. I have taught in class rooms and at houses. I am a certified master inspector (CMI) through the Master Inspector Board. I would be able to teach classes on inspection issues which directly and indirectly relate to: 863-020-0035(4)
(f) Property management, (i)Real estate consumer protection, (n)Real estate property evaluation, appraisal, or valuation
(r)Risk management, (z)Unit owner or home owner associations, (cc)Environmental protection issues in real estate, and
(gg)Negotiation.

I have classes that teach about:

- A)mold and the building science behind moisture issues in buildings
- B)siding issues with artificial adheared stone veneer, EIFS, Cement based Stucco, LP lap siding and asbestos
- C) Age based inspections where I teach about issues in houses related to when they were built
- D)Electrical evolutions where we look into when various electrical standards changed and things to be concerned with.
- E) Real estate laws and what Oregon requires when a house is sold regarding smoke detectors, monoxide detectors, wood stoves, etc...
- F) Top big money issues on an inspection.

PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER, Continued

AUTHORIZATION AND ATTESTATION

- I hereby certify that I am authorized to submit this form on behalf of the petitioner and that the information is true and accurate, to the best of my knowledge.
- I certify that petitioner, or authorized individual on petitioner's behalf, has read, understands and is ready to comply with the statutory and administrative rule provisions applicable to certified continuing education providers.
- I attest that petitioner knows and understands the responsibilities of a certified continuing education provider under OAR 863-020-0050.
- I attest that petitioner knows and understands the requirements of an instructor under ORS 696.186 and the information required on a continuing education instructor qualification form under OAR 863-020-0060.

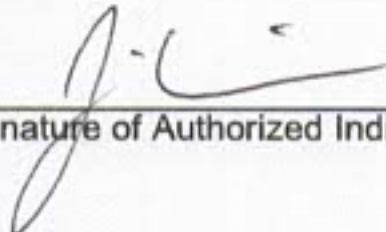
I UNDERSTAND:

	Initials	Date Completed	Agency Use Only
I will complete the Continuing Education Provider Application and will pay the \$300 fee upon Board approval.	JA	10/19/2022	
I understand the requirements of an education provider as outlined in Oregon Administrative Rules (OAR) Chapter 863, Division 20.	JA	10/19/2022	
Petitioner has demonstrated their experience and expertise in two or more course topics eligible for continuing education credit as listed in OAR 863-020-0035.	JA	10/19/2022	
Petitioner has demonstrated their experience in providing educational courses to real estate licensees.	JA	10/19/2022	

Jim Allhiser

 Printed Name of Authorized Individual

Date: 10/19/2022



 Signature of Authorized Individual

Reset **Print Form**

ADMINISTRATIVE ACTIONS
Reported
9/7/2022 through 11/7/22

AGENDA ITEM NO.
VII

REVOCATIONS

None

SUSPENSIONS

None

REPRIMANDS

Hoggard, David Glenn (Warrenton), Principal Broker 200306004, Stipulated Final Order dated September 22, 2022, issuing a reprimand and limited license.

Wright, Heather Elizabeth (the Dalles), Broker 200704084, Stipulated Final Order dated September 27, 2022, issuing a reprimand.

CIVIL PENALTIES

Expired — Late Renewal civil penalties are computed using each 30-day period as a single offense. The civil penalty for the first 30-day period can range from \$100-\$500, with each subsequent 30-day period ranging from \$500-\$1,000. ORS 696.990

Hoaglin, Judi Marie (Walton), Property Manager 201225399, Stipulated Final Order dated September 13, 2022, issuing a \$2,600.00 civil penalty.

Unlicensed Activity

None

Escrow

None

REAL ESTATE AGENCY
BEFORE THE REAL ESTATE COMMISSIONER

In the Matter of the Property Manager
License of
JUDIE MARIE HOAGLIN

STIPULATED FINAL ORDER

The Oregon Real Estate Agency (Agency) and Judi Marie Hoaglin (Hoaglin) do hereby agree and stipulate to the following:

FINDINGS OF FACT, STATEMENTS OF LAW
AND
CONCLUSIONS OF LAW

1.

In establishing the violations set forth herein, the Agency may rely on one or more of the definitions contained in ORS 696.010.

Findings of Fact:

1.1 Hoaglin was licensed as property manager with Kensington Property Management.

1.2 On July 1, 2021, and July 26, 2021, the Agency sent emails notifying Hoaglin that her license would expire at the end of July.

1.3 On August 1, 2021, Hoaglin's license expired. That same day, the Agency sent an email stating the license had expired.

1.4 On February 21, 2022, Hoaglin submitted a renewal application to the Agency. In response to one of the questions, Hoaglin indicated she had conducted professional real estate activity during the time her license was expired. The Agency opened an investigation.

1.5 On the renewal application, Hoaglin wrote she was not aware that her license had expired until February 16, 2022, at which point she ceased all real estate activity.

///

1 an investigation of the licensee; (2) conduct disciplinary proceedings relating to the licensee;
2 (3) Take action against a licensee, including assessment of a civil penalty against the licensee
3 for a violation of ORS 696.020(2); or (4) revise or render null and void an order suspending or
4 revoking a license.

5 3.

6 The Agency reserves the right to investigate and pursue additional complaints that may
7 be received in the future regarding this licensee.

8 4.

9 STIPULATION AND WAIVER

10 I, Judi Marie Hoaglin, have read and reviewed this Stipulated Final Order and its
11 Findings of Fact, Statements of Law and Conclusions of Law. I understand that the Findings
12 of Fact, Conclusions of Law and this Stipulation and Waiver of Hearing rights embody the full
13 and complete agreement and stipulation between the Agency and me. I further understand
14 that if I do not agree with this stipulation I have the right to request a Hearing on this matter
15 and to be represented by legal counsel at such a Hearing. I also understand that any Hearing
16 would be conducted in accordance with the procedures set forth in ORS Chapter 183 and in
17 accordance with the Rules of Practice and Procedure adopted by the Attorney General of the
18 State of Oregon. By signing this Stipulated Final Order I freely and voluntarily waive my rights
19 to a Hearing, to representation by legal counsel at such a Hearing, and to judicial review of this
20 matter.

21 I hereby agree and stipulate to the above Findings of Fact and Conclusions of Law and
22 understand that the Order which follows hereafter, which I have also read and understand,
23 may be completed and signed by the Real Estate Commissioner or may be rejected by the
24 Real Estate Commissioner. I further understand that, in accordance with the provisions of
25 ORS 696.445(3), notice of this Order shall be published in the Oregon Real Estate News
26 Journal.

27 ///

28 ///

29 ///

30 ///

1 In addition to all of the above, I agree that once the Commissioner executes this
2 Stipulated Final Order, I will accept service of the Stipulated Final Order by email, and hereby
3 waive the right to challenge the validity of service.
4

5 ORDER

6 IT IS HEREBY ORDERED that pursuant to ORS 696.990(1) to (9) and based upon the
7 violation set forth above, Hoaglin pay a civil penalty in the sum of \$ 2,600.00, said penalty to
8 be paid to the General Fund of the State Treasury by paying the same to the Agency. The civil
9 penalty is computed in accordance with ORS 696.990(4) and (9) in that each 30-day period of
10 unlicensed activity is considered one violation. In this instance, there were six 30-day periods
11 of unlicensed activity.
12

13 IT IS SO STIPULATED:

IT IS SO ORDERED:

14
15 DocuSigned by:
16 *Judie Marie Hoaglin*
C288702FDE414EF...
17 JUDIE MARIE HOAGLIN

18
19 DocuSigned by:
20 *Steven Strode*
E2C2D0097AD8471...
21 STEVEN STRODE



18 Date 8/25/2022 | 4:08 PM PDT

18 Real Estate Commissioner
19 Date 9/13/2022 | 8:03 AM PDT

20 Date of Service: 09/13/2022

REAL ESTATE AGENCY
BEFORE THE REAL ESTATE COMMISSIONER

In the Matter of the Real Estate License of)
DAVID GLENN HOGGARD) STIPULATED FINAL ORDER

The Oregon Real Estate Agency (Agency) and David Glenn Hoggard (Hoggard) do hereby agree and stipulate to all of the following:

FINDINGS OF FACT, STATEMENTS OF LAW
AND
CONCLUSIONS OF LAW

1.

In establishing the violations set forth herein, the Agency may rely on one or more of the definitions contained in ORS 696.010.

First Findings of Fact:

1.1 Hoggard is licensed as a principal broker. At the time of the complaint, his license was associated with registered business names, River & Sea (until April 12, 2022) and Coastal Referral Group, Inc (until April 22, 2022). On April 22, 2022, Hoggard’s license was associated with Keller Williams Sunset Corridor.

1.2 On March 30, 2022, Broker Ann Westerlund (Westerlund), submitted a complaint against Hoggard and the Agency opened an investigation.

1.3 Brokers under Hoggard’s supervision voiced concerns about Hoggard’s inability to supervise when Hoggard had too much to drink.

1.4 In an email on May 19, 2022, Broker Jody Conser (Conser) wrote that it was a daily occurrence that Hoggard went to lunch and returned to the office intoxicated to the point that he was not able answer important questions concerning her real estate transactions. Conser noted in her interview with Agency staff, she had to ask Hoggard her questions by

1 10:00AM or he would be no help after that due to his drinking.

2 1.5 Conser wrote in her May 19, 2022, email that she was a newer agent and had
3 some questions on a transaction in progress where she was representing the buyer. She had
4 asked Hoggard for guidance with the contract writing. She wrote in part that, "He was so
5 intoxicated with his speech and response were so incoherent that he could not address the
6 issue." When she asked for further help, he told her to "Google it." Conser ended up calling
7 another principal broker at another office to get help with her question.

8 1.6 In her interview, Conser stated she also would go to Broker Heidi Hougham
9 (Hougham) for help because Hoggard could not or would not help her.

10 1.7 In her interview with Agency staff, Hougham stated many brokers would come to
11 her to ask contract and real estate questions. She said many of the brokers came to her
12 because Hoggard couldn't do his job when he was intoxicated.

13 1.8 In his interview with Agency staff, Broker Johnathan Goyne (Goyne) stated if he
14 had questions, he made sure to get together with Hoggard prior to lunch to discuss them.
15 According to Goyne, the brokers knew if they did not get to Hoggard before lunch, he would
16 come back from lunch intoxicated and would not be helpful to the brokers. Goyne stated if
17 Hoggard was intoxicated, he would try to figure out his questions himself or go to other people
18 in the industry that he knew that worked for other companies.

19 1.9 In her interview with Agency staff, Westerlund said when Hoggard was
20 intoxicated in the office it affected his ability to work with the brokers. Westerlund said if
21 Hoggard was intoxicated, there were times when Hoggard would not want to or not be able to
22 help brokers or answer questions and they would have to go to another person. Westerlund
23 said it reached the point where if brokers had questions, they would go to Hougham and ask
24 her.

25 **First Statement of Law:** ORS 696.301(3) authorizes the Commissioner to discipline a
26 licensee's real estate license who has disregarded or violated any provision of ORS 659A.421,
27 696.010 to 696.495, 696.600 to 696.785, 696.800 to 696.870 and 696.890 or any rule of the
28 Real Estate Agency. Implementation of ORS 696.301(3) is made through OAR 863-015-
29 0140(1)(3) (1/1/2021 Edition) which states (1) No principal broker may allow any individual to
30 use the principal broker's license for the sole purpose of allowing other real estate licensees to

1 engage in professional real estate activity when the principal broker's only interest is receiving
2 a fee for the use of the principal broker's license by others or when the principal broker
3 only nominally supervises the professional real estate activity conducted under the
4 principal broker's license; (3) A principal broker must supervise and control the
5 professional real estate activity at any main or branch office registered by the principal
6 broker.

7 **First Conclusion of Law:** At times, brokers under Hoggard's supervision were forced
8 to seek guidance from other licensees because Hoggard was unavailable, unwilling and
9 unable assist them due to conduct attributed to alcohol consumption. By failing to supervise
10 the professional real estate activity conducted under the registered business name River &
11 Sea, Hoggard violated ORS 696.301(3) and its implementing rule OAR 863-015-0140(1)(3)
12 (1/1/2021).

13 **Second Findings of Fact:**

14 1.10 On January 17, 2022, Hoggard left a voicemail stating Westerlund must perform
15 oral sex on him if the other agent could not. According to Westerlund, Hoggard was
16 intoxicated when he left the message.

17 1.11 Goyne and Hougham overheard Hoggard when he was leaving the voicemail.

18 1.12 In his interview with Agency staff, Hoggard didn't deny leaving the message.
19 Hoggard said he did not recall leaving the voice message, and that he had probably had too
20 much to drink and would love to take it back.

21 **Second Statement of Law:** ORS 696.301(12) authorizes the Commissioner to
22 discipline a licensee's real estate license who has demonstrated incompetence or
23 untrustworthiness in performing any act for which the real estate licensee is required to hold a
24 license. ORS 696.301(15) authorizes the Commissioner to discipline a licensee's real estate
25 license who has engaged in conduct that is below the standard of care for the practice of
26 professional real estate activity in Oregon as established by the community of individuals
27 engaged in the practice of professional real estate activity in Oregon.

28 **Second Conclusion of Law:** By leaving a sexually explicit voice message for a broker
29 Hoggard supervised, Hoggard engaged in conduct below the standard of care for the practice
30 of professional real estate activity in Oregon and demonstrated incompetence or

1 untrustworthiness in performing any act for which the real estate licensee is required to hold a
2 license in violation of ORS 696.301(12) and (15) (2021 Edition).

3 **Third Conclusion of Law:** The forgoing violations are grounds for discipline pursuant
4 to ORS 696.301(3), (12) and (15). Based on these violations a reprimand is appropriate for
5 violations of ORS 696.301(3), (12) and (15). As previously noted, the Agency has set forth
6 the grounds of discipline as ORS 696.301(3), (12) and (15).

7 2.

8 According to ORS 696.775, the lapsing, expiration, revocation or suspension of a real
9 estate license, whether by operation of law, order of the Real Estate Commissioner or decision
10 of a court of law, or the inactive status of the license, or voluntary surrender of the license by
11 the real estate licensee does not deprive the commissioner of jurisdiction to: (1) proceed with
12 an investigation of the licensee; (2) conduct disciplinary proceedings relating to the licensee;
13 (3) Take action against a licensee, including assessment of a civil penalty against the licensee
14 for a violation of ORS 696.020(2); or (4) revise or render null and void an order suspending or
15 revoking a license.

16 3.

17 The Agency reserves the right to investigate and pursue additional complaints that may
18 be received in the future regarding this licensee.

19 4.

20 STIPULATION AND WAIVER

21 I, David Glenn Hoggard, have read and reviewed this Stipulated Final Order and its
22 Findings of Fact, Statements of Law and Conclusions of Law. I understand that the Findings
23 of Fact, Conclusions of Law and this Stipulation and Waiver of Hearing rights embody the full
24 and complete agreement and stipulation between the Agency and me. I further understand
25 that if I do not agree with this stipulation I have the right to request a Hearing on this matter
26 and to be represented by legal counsel at such a Hearing. I also understand that any Hearing
27 would be conducted in accordance with the procedures set forth in ORS Chapter 183 and in
28 accordance with the Rules of Practice and Procedure adopted by the Attorney General of the
29 State of Oregon. By signing this Stipulated Final Order I freely and voluntarily waive my rights
30 to a Hearing, to representation by legal counsel at such a Hearing, and to judicial review of this
matter.

1 I hereby agree and stipulate to the above Findings of Fact and Conclusions of Law and
2 understand that the Order which follows hereafter, which I have also read and understand,
3 may be completed and signed by the Real Estate Commissioner or may be rejected by the
4 Real Estate Commissioner. I further understand that, in accordance with the provisions of
5 ORS 696.445(3), notice of this Order shall be published in the Oregon Real Estate News
6 Journal.

7 In addition to all of the above, I agree that once the Commissioner executes this
8 Stipulated Final Order, I will accept service of the Stipulated Final Order by email, and hereby
9 waive the right to challenge the validity of service.

10 ORDER

11 IT IS HEREBY ORDERED that David Glen Hoggard's principal broker license be, and
12 hereby is reprimanded.

13 IT IS FURTHER ORDERED that Hoggard be issued a principal real estate broker
14 license with limitations as set forth below:

15 (a) The limited license period shall be for a period of 3 years, at which time Hoggard
16 may make a written request to the Agency that the restrictions set forth be removed;

17 (b) Hoggard shall not be convicted of any felony or misdemeanor during the limited
18 license term;

19 (c) Hoggard shall not violate any license law or rule during the limited license term;

20 (d) Hoggard must conduct professional real estate activity under the direct
21 supervision of a principal broker, as set forth by OAR 863-014-0140, during the limited license
22 term;

23 (e) Hoggard shall not supervise the real estate activity of another broker or principal
24 broker, as set forth by OAR 863-015-0140.

25 (f) Hoggard shall immediately report any violation of license law or rule and felony
26 or misdemeanor convictions to his supervising principal broker during the limited license term.

27 (g) Hoggard shall be required to give a copy of this Order to his supervising principal
28 broker during the limited license term and the principal broker shall acknowledge receiving a
29 copy of this Order in writing to the Agency;

30 (h) The supervising principal broker shall immediately notify the Agency of any

1 criminal convictions or license law violations known to them or reported by Hoggard during the
2 limited license term, and

3 (i) The restrictions shall continue until Hoggard (1) requests an unrestricted license,
4 in writing, and (2) Hoggard's supervising principal broker endorses Hoggard for an unrestricted
5 license. The Agency will conduct an inquiry on Hoggard including but not limited to a check
6 through the Law Enforcement Data System. If the Agency finds that there is no reason to
7 continue the limited license, an unrestricted license will be issued.

8 IT IS FURTHER ORDERED that, should Hoggard violate any term or condition of this
9 Order, it may be a basis on which to revoke Hoggard's license in accordance with ORS
10 696.301(13).

11
12 PRINCIPAL BROKER'S ACCEPTANCE

13 I hereby accept and agree to abide by the foregoing and acknowledge that I have received a
14 copy of the stipulated final order on 09/21/2022. I also certify that I have
15 the authority to sign this Order on behalf of Registered Business Name (RBN)

16 keller williams sunset corridor, number 403187-92.

17
18 Principal Broker First & Last Name (Printed) Thomas J Dye

19 Principal Broker Signature THOMAS J DYE

20 License No. 200007068
060DDE7D0F6E47A...

21
22 IT IS SO STIPULATED:

23 IT IS SO ORDERED:

24 DocuSigned by:
25 David G Hoggard
26 3363054A8A03442...
27 DAVID GLENN HOGGARD

24 DocuSigned by:
25 Steven Strode
26 E2C2D0097AD8471...
27 STEVEN STRODE



28 Real Estate Commissioner

29 Date 9/21/2022 | 9:17 AM PDT

29 Date 9/22/2022 | 8:03 AM PDT

30 Date of Service: 09/22/2022

REAL ESTATE AGENCY
BEFORE THE REAL ESTATE COMMISSIONER

In the Matter of the Real Estate License of)
HEATHER ELIZABETH WRIGHT) STIPULATED FINAL ORDER

The Oregon Real Estate Agency (Agency) and Heather Elizabeth Wright (Wright) do hereby agree and stipulate to the following:

FINDINGS OF FACT, STATEMENTS OF LAW
AND
CONCLUSIONS OF LAW

1.

In establishing the violations set forth herein, the Agency may rely on one or more of the definitions contained in ORS 696.010.

First Findings of Fact:

1.1 At all times mentioned herein, Wright was licensed as a real estate broker with Keller Williams Sunset Corridor.

1.2 On May 2, 2022, the Agency received a complaint from Cheri Belander (Belander) against Wright. The Agency opened an investigation.

1.3 Belander submitted a postcard to the Agency that she had received from Wright on or around May 2, 2022. Wright’s postcard failed to include the registered business name, “Keller Williams Sunset Corridor.” The postcard displayed a company called the “Gorge Home Group.” Gorge Home Group is registered as a business name with the Oregon Secretary of State, but the company is not a registered business name with the Oregon Real Estate Agency.

1.4 Wright told Agency staff during an interview she had hired a virtual assistant and had instructed her to be sure it had “Keller Williams Sunset Corridor” on it. Wright said she

1 checked the advertising herself and doesn't know how it got deleted from the
2 postcard.

3 1.5 Wright stated Gorge Home Group was her team, that she was the owner of it,
4 and she has four others that work for her on it.

5 **First Statement of Law:** ORS 696.301(3) authorizes the Commissioner to reprimand a
6 licensee's real estate license who has disregarded or violated any provision of ORS 659A.421,
7 696.010 to 696.495, 696.600 to 696.785, 696.800 to 696.870 and 696.890 or any rule of the
8 Real Estate Agency. Implementation of ORS 696.301(3) is made through OAR 863-015-
9 0125(2)(b)(c)(4) (1-1-2021 Edition) which states, (2) Advertising shall: (b) be truthful and not
10 deceptive or misleading; (c) Not state or imply that the licensee is a principal broker or is
11 responsible for operating the registered business if the licensee is a real estate broker; (4) the
12 registered business name, as registered with the Agency, shall be immediately noticeable in all
13 advertising.

14 **First Conclusion of Law:** Postcard advertising mailed to the public on or about May 2,
15 2022, which was reviewed and approved by Wright, failed to identify the registered business
16 name "Keller Williams Sunset Corridor," in violation of ORS 696.301(3) and its implementing
17 rule OAR 863-015-0125(2)(b)(c)(4) (1-1-2021 Edition).

18 **Second Findings of Fact:**

19 1.6 Belander submitted a picture of one of Wright's "For Sale" signs located at 1415
20 Union Street, The Dalles, OR. The sign prominently displays the "Gorge Home Group"
21 business name. The registered business name "Keller Williams Sunset Corridor" was not
22 immediately noticeable on the sign.

23 **Second Statement of Law:** ORS 696.301(3) authorizes the Commissioner to
24 reprimand a licensee's real estate license who has disregarded or violated any provision of
25 ORS 659A.421, 696.010 to 696.495, 696.600 to 696.785, 696.800 to 696.870 and 696.890 or
26 any rule of the Real Estate Agency. Implementation of ORS 696.301(3) is made through OAR
27 863-015-0125(2)(b)(c)(4) (1-1-2021 Edition) which states (2) Advertising shall: (b) be truthful
28 and not deceptive or misleading; (c) not state or imply that the licensee is a principal broker or
29 is responsible for operating the registered business if the licensee is a real estate broker; (4)
30 the registered business name, as registered with the Agency, shall be immediately noticeable

1 in all advertising.

2 **Second Conclusion of Law:** By failing to have the registered business name, “Keller
3 Williams Sunset Corridor,” immediately noticeable on the “For Sale” sign located at 1415 Union
4 Street, Wright violated ORS 696.301(3) and its implementing rule OAR 863-015-
5 0125(2)(b)(c)(4) (1-1-2021 Edition).

6 **Third Findings of Fact:**

7 1.7 On June 17, 2022, Wright admitted to prominently advertising “Gorge Home
8 Group,” knowing it was not the registered business name. As mentioned above, Wright
9 identified herself as the owner of Gorge Home Group and stated it was her team. Wright
10 acknowledged her license was affiliated with Keller Williams Sunset Corridor.

11 **Third Statement of Law:** ORS 696.301(4) (2021 Edition) authorizes the Commissioner
12 to reprimand a licensee’s real estate license who has knowingly or recklessly published
13 materially misleading or untruthful advertising.

14 **Third Conclusion of Law:** By admitting to prominently advertising the “Gorge Home
15 Group” knowing it was not the registered business name Wright violated ORS 696.301(4)
16 (2021 Edition).

17 **Fourth Conclusion of Law:** The forgoing violations are grounds for discipline pursuant
18 to ORS 696.301(3) and (4). Based on these violations a reprimand is appropriate for violations
19 of ORS 696.301(3) and (4). As previously noted, the Agency has set forth the grounds of
20 discipline as ORS 696.301(3) and (4).

21 1.8 Previously on October 1, 2021, Wright was issued an Educational Letter of
22 Advice urging her to act with caution regarding her advertising.

23
24 2.

25 According to ORS 696.775, the lapsing, expiration, revocation or suspension of a real
26 estate license, whether by operation of law, order of the Real Estate Commissioner or decision
27 of a court of law, or the inactive status of the license, or voluntary surrender of the license by
28 the real estate licensee does not deprive the commissioner of jurisdiction to: (1) proceed with
29 an investigation of the licensee; (2) conduct disciplinary proceedings relating to the licensee;
30 (3) Take action against a licensee, including assessment of a civil penalty against the licensee

1 for a violation of ORS 696.020(2); or (4) revise or render null and void an order suspending or
2 revoking a license.

3 3.

4 The Agency reserves the right to investigate and pursue additional complaints that may
5 be received in the future regarding this licensee.

6 4.

7 STIPULATION AND WAIVER

8 I, Heather Elizabeth Wright, have read and reviewed this Stipulated Final Order and its
9 Findings of Fact, Statements of Law and Conclusions of Law. I understand that the Findings
10 of Fact, Conclusions of Law and this Stipulation and Waiver of Hearing rights embody the full
11 and complete agreement and stipulation between the Agency and me. I further understand
12 that if I do not agree with this stipulation I have the right to request a Hearing on this matter
13 and to be represented by legal counsel at such a Hearing. I also understand that any Hearing
14 would be conducted in accordance with the procedures set forth in ORS Chapter 183 and in
15 accordance with the Rules of Practice and Procedure adopted by the Attorney General of the
16 State of Oregon. By signing this Stipulated Final Order I freely and voluntarily waive my rights
17 to a Hearing, to representation by legal counsel at such a Hearing, and to judicial review of this
18 matter.

19 I hereby agree and stipulate to the above Findings of Fact and Conclusions of Law and
20 understand that the Order which follows hereafter, which I have also read and understand,
21 may be completed and signed by the Real Estate Commissioner or may be rejected by the
22 Real Estate Commissioner. I further understand that, in accordance with the provisions of
23 ORS 696.445(3), notice of this Order shall be published in the Oregon Real Estate News
24 Journal.

25 ///

26 ///

27 ///

28 ///

29 ///

30 ///

1 In addition to all of the above, I agree that once the Commissioner executes this
2 Stipulated Final Order, I will accept service of the Stipulated Final Order by email, and hereby
3 waive the right to challenge the validity of service.

4 ORDER

5 IT IS HEREBY ORDERED that Heather Elizabeth Wright’s broker license be, and
6 hereby is reprimanded.

7
8
9 IT IS SO STIPULATED:

IT IS SO ORDERED:



10
11 DocuSigned by:
12 *Heather Elizabeth Wright*
13 HEATHER ELIZABETH WRIGHT
0E0114DEA0FC49A...

DocuSigned by:
Steven Strode
STEVEN STRODE
E2C2D0097AD8471...

14
15 Date 9/23/2022 | 9:15 PM PDT

Real Estate Commissioner
Date 9/27/2022 | 7:57 AM PDT

Date of Service: 09/27/2022

**REAL ESTATE BOARD
REGULATION DIVISION REPORT
December 5, 2022**

Regulation Division Manager: Elli Kataura

Compliance Specialist 3s (Compliance Coordinator): Meghan Lewis, Hani Ghamrawi

Financial Investigators (Investigator-Auditor): Aaron Grimes, Frank Leonard, Cidia Nañez, Lindsey Nunes,
John Moore

Compliance Specialist 2: Carolyn Kalb

Division Overview

The Agency receives complaints and determines if an investigation is appropriate. Open cases are assigned to investigators to gather facts (from interviews and documents), prepare a detailed written report and submit for Administrative Review. The Compliance Coordinators conducting the Administrative Review work evaluate whether the evidence supports a violation of Agency statutes or administrative rules. When a case finds sufficient cause to sanction a license, the case is elevated to the Commissioner for review. When the Commissioner supports a sanction, the Compliance Coordinators conduct a settlement conference to resolve cases without a contested case hearing. If the respondent requests a hearing, the Investigator works with the Assistant Attorney General in preparing for and presenting the case at hearing.

Personnel

We are currently recruiting for a Financial Investigator position.

Workload and Activity Indicators

<u>Average # in this status at the time</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>Current 11/9/22</u>
Complaint	9	41	20	44	16
Investigation***	39	59	59	38	29
(# of Investigators)	7	6-7*	7	7	5**
Admin Review	17	92	3	15	4
Settlement Process	47	44	10	7	5

* One investigator on medical leave, then retired. Late 2019 vacancy was filled.

** One position was reallocated to another division, one vacant position.

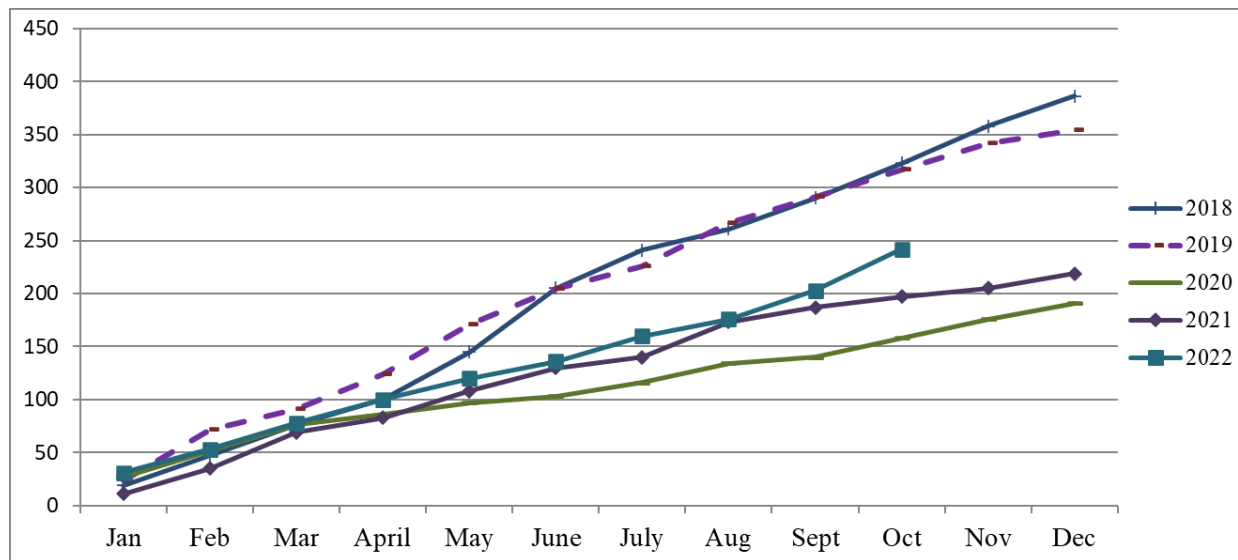
**Report to the Real Estate Board
Land Development Division
December 5th, 2022**

Division Manager: Michael Hanifin

Section Overview:

The Land Development Division reviews and approves filings related to condominiums, timeshares, subdivisions, manufactured home subdivisions, and membership campgrounds. The section reviews and approves the foundational documents creating these types of properties, as well as later amendments to those documents, to verify compliance with statutory requirements. We also issue the Disclosure Statement (sometimes referred to as a Public Report) required for sales of these interests to Oregonians. The Disclosure Statement summarizes key information about the condominium for the consumer, somewhat like the owner’s manual for a car.

Workload and Activity Indicators



Thru end of October 2022 the division has received 242 filings. Last year through the same timeframe, end of October, we received 197 filings. As the graph reflects, the last several months have seen filing volume increase significantly. This is part due to HB 2534 (2021 Regular Session), which instituted a requirement that condominium associations revise their governing documents if there is any discriminatory language. We began receiving amendments of this type in September and more in October. The deadline to record such amendments is the end of 2022.

Other Activity: Records Scanning and Organization - Completed

We’ve completed the process of organizing our remaining hardcopy records and created a reference database to allow for easy retrieval. Hundreds of boxes of records were also digitized and are stored electronically on our server.

Rulemaking:

No rulemaking in process at this time.

Legislative Update: The agency no bills in process at this time.
has

**REAL ESTATE BOARD
ADMINISTRATIVE SERVICES DIVISION REPORT
December 5, 2022**

Administrative Services Manager: Mesheal Heyman

Accountant: Caty Karayel

Systems Administrator: Tiffani Miller

Program Analyst: Rus Putintsev

Helpdesk: Denise Lewis

Section Overview

The Administrative Services Division acts as business support for the Agency overall. This division manages accounting, purchasing and contracting, inventory control, facilities, payroll, human resources, special projects, information technology (IT), performance, and communications.

Budget Update

As of the end of September, our projected revenue for the 2021-2023 biennium remains steady at about **\$10.5 million**, with projected expenses at **\$9.3 million**. Our cash balance estimate is **\$6.7 million**.

Revenue/Economic Outlook

The Agency has averaged a monthly surplus of **\$64,000** since the start of the biennium.

As of the end of October, there were **24,351 licensees**. The number of monthly renewals declined slightly, but new licenses each month remain steady this calendar year.

Diversity, Equity, and Inclusion:

The Agency has submitted its draft 2023-2025 Affirmative Action/Diversity, Equity, and Inclusion Plan to the Office of Cultural Change. They will be working with us on refining and finalizing the document for implementation next year.

Reminder: Statewide Required Training due 12/31

- Preventing Discrimination & Harassment
- Information Security Training: Foundations

Real Estate Agency - AY23

2021-2023 Budget - Biennium to Date Through June 30th 2023

Budget Codes		<u>21-2023 LAB</u>	<u>Expected Total Expenditures for Biennium (current)</u>	<u>Expected Remaining Limitation at end of Biennium</u>
	Total Personal Services	7,442,939	7,472,850	(29,911)
4100 & 4125	In-State Travel & Out-of-State Travel	103,008	56,608	46,400
4150	Employee Training	38,585	47,798	(9,213)
4175	Office Expenses	56,611	77,475	(20,864)
4200	Telecom/Tech Services & Support	67,400	73,251	(5,851)
4225	State Government Services	336,730	380,537	(43,807)
4250	Data Processing	113,997	91,247	22,750
4275	Publicity & Publications	38,297	6,602	31,695
4300 & 4315	Professional Services & IT Professional Services	348,043	186,832	161,211
4325	Attorney General Legal Fees	330,963	370,166	(39,203)
4375	Employee Recruitment	8,081	250	7,831
4400	Dues & Subscriptions	9,987	6,858	3,129
4425	Facilities Rent & Taxes	265,559	253,289	12,270
4475	Facilities Maintenance	4,713	11,953	(7,240)
4575	Agency Program Related S&S	942,499	856,419	86,080
4650	Other Services & Supplies	4,097	182,841	(178,744)
4700	Expendable Property \$250-\$5000	30,401	7,711	22,690
4715	IT Expendable Property	149,523	54,299	95,224
	Total Services & Supplies	2,848,494	2,664,139	184,355
	Totals	10,291,433	10,136,989	154,444

**REAL ESTATE BOARD
EDUCATION & LICENSING DIVISION REPORT
December 5, 2022**

Education & Licensing Manager: Madeline Alvarado
Compliance Specialist: Tami Schemmel, Nenah Darville, Katie Nash
Administrative Specialist: Elizabeth Hardwick, Kaely Salem, Rick Marsland

Division Overview

The Education and Licensing Division acts as the first point of contact for the public. This division manages reception, licensing services, compliance reviews, client trust account reviews and education.

Personnel

The Division is preparing to recruit from an Administrative 2 position after the beginning of the new year.

Education Update

Continuing Education Providers are in their renewal period which will end on 12/31/2022.

Licensing Update

For the month of October, complaint processing averaged 13 days.

Upcoming

Reminder: The Agency would like to remind the Board that we're able and willing to offer the OREA Advertising Update and General Overview Class. If your brokerage or local association is interested in this course, please have them contact me for scheduling.

RBN Renewal

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<u>Eligible to Renew</u>	418	333	347	342	325	303	254	258	260	271		
<u>Failed to Renew</u>	14	22	15	9	18	13	12	21	12	14		
<u>% Renewed</u>	97%	93%	96%	97%	94%	96%	95%	92%	95%	95%		

Licensing Statistics

Total Licensee Counts by Month:

Individuals (Persons)	Sept-22	Oct-22
Broker – Total	18,053	18,027
Active	16,384	16,335
Inactive	1,669	1,692
Principal Broker - Total	6,338	6,324
Active	5,976	5,966
Inactive	362	358
ALL BROKERS Total	24,391	24,351
Active	22,360	22,301
Inactive	2,031	2,050
Property Manager - Total	976	977
Active	863	859
Inactive	113	118
MCC Salesperson	18	18
MCC Broker	0	0
TOTAL INDIVIDUALS	25,385	25,346
Active	23,241	23,178
Inactive	2,144	2,168
Facilities (Companies)		
REMO	4	4
Registered Business Name (RBN)	3,786	3,778
Registered Branch Office (RBO)	812	806
Escrow Organization	82	82
Escrow Branch	157	157
Condominium Filing (CO)	306	322
Unit Owners Association	856	860
Pre-License Education Provider (PEP)	26	26
CEP	300	301
MCC Operator	25	25
TOTAL FACILITIES	6,354	6,361
TOTAL INDIVIDUALS & FACILITIES	31,739	31,707

New Licenses by Month:

Individuals (Persons)	Sept-22	Oct-22
Broker	146	132
Principal Broker	11	11
TOTAL BROKERS	157	143
Property Manager	20	8
MCC Salesperson	2	0
MCC Broker	0	0
TOTAL INDIVIDUALS	179	151
Facilities (Companies)		
Continuing Education Provider (CEP)	0	1
REMO	0	0
Registered Business Name	31	29
Registered Branch Office	4	7
Escrow Organization	0	0
Escrow Branch	0	0
Condominium Filing	0	0
Unit Owners Association	9	8
Pre-License Ed Provider	0	0
MCC Operator	0	0
TOTAL FACILITIES	44	44
TOTAL INDIVIDUALS & FACILITIES	223	195

Exam Statistics

October 2022

ALL LICENSING EXAMS Total

Broker	398
Property Manager	19
Principal Broker	47
Reactivation	3

Pass Rates

<i><u>First Time Pass Rate</u></i> <i><u>Percentage</u></i>	<i><u>2018</u></i>	<i><u>2019</u></i>	<i><u>2020</u></i>	<i><u>2021</u></i>	<i><u>2022</u></i>
Broker State	58	57	50	47	44
Broker National	72	70	68	67	66
Principal Broker State	59	51	53	57	54
Principal Broker National	77	69	63	55	65
Property Manager	67	64	58	66	67

Oregon Real Estate Agency Education & Licensing Division
Licensee Application & Renewal 2022 Data

New Applications													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Brokers	398	336	412	318	291	292	226	268	294	227			2541
Principal Brokers	47	32	42	25	22	23	33	28	28	25			252
Property Managers	20	35	30	33	23	21	23	22	29	25			207
Total	465	403	484	376	336	336	282	318	351	277			3000

Renewal Activity														
Brokers		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
On Time	Active	491	517	535	527	608	569	559	569	571	571			4375
	Inactive	49	40	36	36	49	32	36	34	31	43			312
Late	Active	44	42	60	50	66	52	52	64	54	59			430
	Inactive	13	10	6	13	12	10	7	9	11	7			80
Lapse		128	104	123	107	120	117	131	90	141	94			920
Total		725	713	760	733	855	780	785	766	808	774			6117

Principal Brokers		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
On Time	Active	221	238	230	232	247	254	201	232	264	223			1855
	Inactive	9	8	7	8	12	11	13	10	7	7			78
Late	Active	11	10	13	13	14	9	8	11	8	7			89
	Inactive	2	1	4	1	2	1	1	2	2	2			14
Lapse		24	19	21	18	21	26	18	25	26	39			172
Total		267	276	275	272	296	301	241	280	307	278			2208

Oregon Real Estate Agency Education & Licensing Division
Licensee Application & Renewal 2022 Data

Property Managers		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
On Time	Active	28	26	25	16	35	30	34	29	32	28			283
	Inactive	2	3	1	0	2	0	2	0	2	0			12
Late	Active	3	3	1	3	3	3	3	2	0	1			22
	Inactive	1	0	0	1	1	0	1	0	0	0			4
Lapse		11	8	6	11	6	7	8	9	11	9			86
Total		45	40	33	31	47	40	48	40	45	38			407

Grand Total (Brokers, Principal Brokers, Property Managers)														
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Total Eligible to Renew		1037	1029	1068	1036	1198	1121	1074	1086	1160	1090			10899
On Time	Active	740	781	790	775	890	853	794	830	867	822			8142
	Inactive	60	51	44	44	63	43	51	44	40	50			490
Late	Active	58	55	74	66	83	64	63	77	62	67			669
	Inactive	16	11	10	15	15	11	9	11	13	9			120
Total Renewed		874	898	918	900	1051	971	917	962	982	948			9421
Lapse		163	131	150	136	147	150	157	124	178	142			1478

% On Time		77.1%	80.9%	78.1%	79.1%	79.5%	79.9%	78.7%	80.5%	78.2%	80.0%	%	%	79.2%
% Late		7.1%	6.4%	7.9%	7.8%	8.2%	6.7%	6.7%	8.1%	6.5%	7.0%	%	%	7.2%
% Failed to Renew(Lapsed)		15.7%	12.7%	14.0%	13.1%	12.3%	13.4%	14.6 %	11.4%	15.3%	13.0%	%	%	13.6%
Total		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Oregon Real Estate Agency Education & Licensing Division
Licensee Application & Renewal 2021 Data

New Applications													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Brokers	513	419	528	380	374	345	319	352	324	331	308	329	4522
Principal Brokers	43	39	49	36	34	26	30	28	43	38	33	37	436
Property Managers	20	25	18	22	31	28	25	25	30	19	22	15	280
Total	576	483	595	438	439	399	374	405	397	388	363	381	5238

Renewal Activity														
Brokers		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
On Time	Active	461	445	528	518	512	526	520	563	525	539	464	493	6094
	Inactive	27	31	30	22	30	41	37	36	49	32	41	35	411
Late	Active	54	44	45	36	30	43	36	44	56	53	45	44	530
	Inactive	11	7	11	10	12	9	11	10	10	18	16	11	136
Lapse		123	101	120	121	113	102	110	86	116	102	115	93	1302
	Total	676	628	734	707	697	721	714	739	756	744	681	676	8473

Principal Brokers		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
On Time	Active	220	189	223	225	196	238	252	239	237	207	202	226	2654
	Inactive	12	2	6	8	5	12	9	12	8	7	12	12	105
Late	Active	11	11	11	10	2	18	9	16	11	13	12	10	134
	Inactive	1	1	2	1	2	3	2	3	3	0	4	2	24
Lapse		25	18	19	28	32	23	23	17	19	16	16	21	257
	Total	269	221	261	272	237	294	295	287	278	243	246	271	3174

Oregon Real Estate Agency Education & Licensing Division
Licensee Application & Renewal 2021 Data

Property Managers		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
On Time	Active	34	29	32	29	36	33	33	33	25	26	25	34	369
	Inactive	5	2	1	1	3	0	3	1	1	2	1	1	21
Late	Active	1	0	2	0	0	1	2	2	3	0	2	2	15
	Inactive	0	1	0	1	1	0	0	0	0	0	0	0	3
Lapse		8	12	4	9	10	1	10	7	4	8	8	11	92
Total		48	44	39	40	50	35	48	43	33	36	36	48	500

Grand Total (Brokers, Principal Brokers, Property Managers)														
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Total Eligible to Renew		993	893	1034	1019	984	1050	1057	1069	1067	1023	963	995	12147
On Time	Active	715	663	783	772	744	797	805	835	787	772	691	753	9117
	Inactive	44	35	37	31	38	53	49	49	58	41	54	48	537
Late	Active	66	55	58	46	32	62	47	62	70	66	59	56	679
	Inactive	12	9	13	12	15	12	13	13	13	18	20	13	163
Total Renewed		837	762	891	861	829	924	914	959	928	897	824	870	10496
Lapse		156	131	143	158	155	126	143	110	139	126	139	125	1651

% On Time		76.4 %	78.2%	79.3%	78.8%	79.5%	81.0%	80.8%	82.7%	79.2%	79.5%	77.4%	80.5%	79.5%
% Late		7.9%	7.2%	6.9%	5.7%	4.8%	7.0%	5.7%	7.0%	7.8%	8.2%	8.2%	6.9%	6.9%
% Failed to Renew(Lapsed)		15.7%	14.7%	13.8%	15.5%	15.8%	12.0%	13.5%	10.3%	13.0%	12.3%	14.4%	12.6%	13.6%
Total		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Oregon Real Estate Agency Education & Licensing Division Phone Counts													
(minutes: seconds)	Jan – 22	Feb – 22	Mar – 22	Apr – 22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov--22	Dec-22	2022 Average
Call Count	1730	1520	1776	1510	1437	1444	1303	1510	1555	1444			1523
Average Wait Time	:33	:23	:45	:33	:35	:36	:42	:58	:50	:36			:39
Maximum Wait Time	0:20:37	0:12:03	0:26:17	0:13:25	0:10:53	0:11:15	0:11:13	0:31:05	0:32:16	0:13:58			0:18:18

Oregon Real Estate Agency Education & Licensing Division Phone Counts													
(minutes: seconds)	Jan – 21	Feb – 21	Mar – 21	Apr – 21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov--21	Dec-21	2021 Average
Call Count	1981	1801	1918	1822	1452	1886	1653	1616	1510	1477	1407	1426	1662
Average Wait Time	:51	:36	:29	:29	:24	:18	:26	:15	:19	:17	:22	:36	:27
Maximum Wait Time	0:19:17	0:10:52	0:09:59	0:10:43	0:08:58	0:06:37	0:28:56	0:06:49	0:07:45	0:04:46	0:13:37	0:19:12	0:12:18

(minutes: seconds)	Jan – 20	Feb – 20	Mar – 20	Apr – 20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov--20	Dec-20	2020 Average
Call Count	2117	1834	1830	1474	1468	1775	1875	1678	1749	1646	1593	1785	1735.3
Average Wait Time	:25	:21	:19	:23	:25	:35	:29	:26	:21	:20	:24	:29	:24.75
Maximum Wait Time	0:11:05	0:09:30	0:14:56	0:10:15	0:18:12	0:13:00	0:21:34	0:14:15	0:11:09	0:17:30	0:09:58	0:12:06	0:13:38

**REAL ESTATE BOARD
COMPLIANCE DIVISION REPORT
December 5, 2022**

Compliance Specialists 3 (Client Trust Account Coordinator): Liz Hayes

Compliance Specialist 2: Jen Wetherbee

Compliance Specialist 1: Roger McComas

Division Overview

The Compliance Division ensures that licensees meet their fiduciary and administrative responsibilities by reviewing financial and administrative records. This division aims to conduct clients' trust account and compliance reviews and develop other compliance-related programs. This work includes providing technical assistance and sharing knowledge on the interpretation and application of laws and rules administered by the Agency (excluding legal advice) to licensees, the public, and other governmental agencies.

Workload and Activity Indicators

	2014	2015	2016	2017	2018	2019	2020	2021
ELOA	3	2	2	4	44	79	81	13
No Violation	351	356	192	172	375	216	87	10
Open Investigation	14	5	3	8	10	29	7	2
Total Closed	368	363	197	184	429	324	175	25

(# of Staff)	3	4	4	4	5	6	6	1
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2022	February	March	April	May	June	July	August	September	October
ELOA	3	1	4	5	6	5	7	5	5
No Violation	10	1	2	2	4	4	10	15	17
Open Investigation	2	0	2	0	0	3	2	2	0
Resolved	0	0	1	4	8	8	8	14	11
Total Closed	15	2	9	11	18	20	27	36	33

(# of Staff)	0.5*	0.5*	1	1	1	2**	2	2	2
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* 1 staff working 20 hours a week in Compliance Division

** 2nd staff hired 7/11/2022