



# 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](http://www.oregon.gov/rea)

**Notice of Agency**

**OREGON REAL ESTATE BOARD**

**Regular Meeting Agenda – Videoconference/In-Person Hybrid (Zoom, Agency Office-Salem)**

**June 6, 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 04.04.22, regular meeting minutes
- E. Date of the Next Meeting: 08.01.22 to begin at 10am, Hybrid

**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 requests an Experience Waiver to become a principal broker.

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

- A. None

**V. BOARD ADVICE/ACTION - Commissioner Strode**

**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. Regulation, Elli Kataura
  2. Land Development, Michael Hanifin
  3. Administrative Services, Mesheal Heyman
  4. Licensing and Education, Maddy Alvarado
  5. Compliance, Liz Hayes

**IX. ANNOUNCEMENTS - Chair Ihnat. Next board meeting: 08.01.22 to begin at 10am, Videoconference/In-person Hybrid (Zoom, Agency Office-Salem)**

**X. ADJOURNMENT – Chair Ihnat**

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



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530 Center St. NE, Suite 100  
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Phone: (503) 378-4170  
Regulations Fax: (503) 373-7153  
Admin. Fax: (503) 378-2491  
www.oregon.gov/rea

**OREGON REAL ESTATE BOARD**  
**Regular Meeting Minutes – via Zoom**

**Oregon Real Estate Agency**  
**Salem, OR 97301**

**Monday, April 4, 2022**

**BOARD MEMBERS PRESENT:** Marie Due  
Debra Gisriel, Vice Chair  
Susan Glen  
Jose Gonzalez  
Dave Hamilton  
Kim Hedding  
Lawnae Hunter  
Pat Ihnat, Chair  
Alex MacLean

**BOARD MEMBERS ABSENT:** None

**OREA STAFF PRESENT:** Steve Strode, Commissioner  
Anna Higley, Deputy Commissioner  
Elli Kataura, Regulations Division Manager  
Liz Hayes, Compliance Division Lead  
Mesheal Heyman, Administrative Services Manager  
Michael Hanifin, Land Development Manager

**GUESTS PRESENT:** Barbara Geyer, Barbara Geyer Real Estate

**I. BOARD BUSINESS - Chair Ihnat**

- A. Call to Order. Chair Ihnat called the meeting to order at 10am.
- B. Chair Ihnat comments/Roll Call. Chair Ihnat explains the role/function of the board and asked board members to introduce themselves and provide an industry update.
- C. Approval of the Agenda and Order of Business.
- D. Approval of 02.07.22 regular meeting minutes.

**MOTION TO APPROVE 02.07.22 REGULAR MEETING MINUTES AS SUBMITTED BY DEBRA GISRIEL  
SECOND BY MARIE DUE  
MOTION CARRIED BY UNANIMOUS VOTE**

- E. Date of the Next Meeting: 06.06.22, to begin at 10am and location to be determined.

**II. PUBLIC COMMENT – Chair Ihnat. None.**

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**III. REQUEST FOR WAIVERS – Chair Ihnat.**

- A. Dana McNeil.

**MOTION TO APPROVE DANA MCNEIL PRINCIPAL BROKER EXPERIENCE WAIVER BY ALEX MACLEAN  
SECOND BY LAWNAE HUNTER  
MOTION CARRIED BY UNANIMOUS VOTE**

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

- A. Rogue Inspection Services, Brandi Verkempinck.

**MOTION TO APPROVE ROGUE INSPECTION SERVICES AS A CONTINUING EDUCATION PROVIDER BY CHAIR IHNAT  
SECOND BY KIM HEDDINGER  
MOTION CARRIED BY UNANIMOUS VOTE**



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- A. Robert Pile requests an Experience Waiver to become a principal broker.

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

- A. None

**V. BOARD ADVICE/ACTION - Commissioner Strode**

**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: 08.01.22 to begin at 10am, Videoconference/In-person Hybrid (Zoom, Agency Office-Salem)

**X. ADJOURNMENT – Chair Ihnat**

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

**V. BOARD ADVICE/ACTION - Commissioner Strode. None**

**VI. NEW BUSINESS - Commissioner Strode. None**

**VII. COMMUNICATIONS - ADMINISTRATIVE ACTIONS SUMMARY - Chair Ihnat**

**VIII. REPORTS – Chair Ihnat.**

- A. Commissioner Strode
- Key Performance Measures, see Oregon Real Estate News-Journal
  - Cash in Real Estate Transactions, IRS Reporting Requirements, see Oregon Real Estate News-Journal
  - Spring Governance Meetings for Oregon Realtors
  - Upcoming Presentation to the Central Oregon Association of Realtors
  - Invitation to Request to Agency Presentations by Commissioner Strode
- B. Agency Division Reports - Deputy Commissioner Higley  
Financial Investigator.
1. Regulations Division, Elli Kataura
    - Staffing: Rob Pierce is retiring this year, in the process of hiring replacement, Frank Leonard hired as Financial Investigator 1.
    - Summary of division stats & information provided in written report
  2. Land Development Division, Michael Hanifin
    - Summary of division stats and information provided in the written report
  3. Administrative Services Division, Mesheal Heyman
    - Budget update
    - Economic Outlook
    - Return to Office
    - LARRC
  4. Education and Licensing Division, Madeline Alvarado
    - Staffing: Kaely Salem hired as Administrative Specialist 2
    - Summary of division stats & information provided in written report
  5. Compliance & Audits Division, Liz Hayes
    - Introduction
    - Summary of division stats & information provided in written report

**IX. ANNOUNCEMENTS – Chair Ihnat.** Next board meeting: 06.06.22 to begin at 10am and location to be determined.

**X. ADJOURNMENT – Chair Ihnat**

Respectfully submitted,

STEVE STRODE, COMMISSIONER

Respectfully submitted,

PAT IHNAT, BOARD VICE CHAIR

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

<p><b>AGENDA ITEM NO. III.</b></p>
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DATE	NAME	LICENSE TYPE	APPROVED/DENIED	FACTS AND BOARD DISCUSSION
04.02.18	Ross Kelley	PB	Denied	<p><b>FACTS:</b> 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><b>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</b></p>
06.04.18	Ryan McGraw	PB	Approved	<p><b>FACTS:</b> 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><b>MOTION TO APPROVE RYAN MCGRAW’S REQUEST FOR WAIVER OF EXPERIENCE BY LAWNAE HUNTER SECOND BY PAT IHNAT MOTION CARRIED BY UNANIMOUS VOTE</b></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. <b>DISCUSSION:</b> 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><b>MOTION TO DENY ROSS KELLEY’S REQUEST FOR WAIVER BY DEBRA GISRIEL SECOND BY DAVE HAMILTON MOTION CARRIED BY UNANIMOUS VOTE</b></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 l-howard1s 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><b>DISCUSSION:</b> 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><b>MOTION TO APPROVE RUTH HOWARD'S REQUEST FOR WAIVER OF EXPERIENCE BY PAT IHNAT. SECOND BY DEBRA GISRIEL.</b></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. <b>Discussion:</b> 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><b>MOTION TO APPROVE CHRISTOPHER AMBROSE'S WAIVER REQUEST BY ALEX MACLEAN SECOND BY PAT IHNAT MOTION CARRIED BY UNANIMOUS VOTE</b></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><b>MOTION TO DENY JERRY JONES'S 3 YEAR EXPERIENCE WAIVER REQUEST BY ALEX MACLEAN SECOND BY MARIE DUE MOTION CARRIED BY UNANIMOUS VOTE</b></p>
12.07.20	Eric Zechenelly	PB		<p>Chair Hunter asked Mr. Zechenelly 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. Zechnelly 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. <b>DISCUSSION:</b> Pat Ihnat stated although Mr. Zechnelly'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><b>MOTION TO DENY ERIC ZECHNELLEY'S 3 YEAR EXPERIENCE WAIVER REQUEST BY ALEX MACLEAN SECOND BY DAVE HAMILTON MOTION CARRIED BY UNANIMOUS VOTE</b></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><b>MOTION TO APPROVE ROBERT TESSMER'S EXPERIENCE WAIVER REQUEST BY LAWNAE HUNTER SECOND BY PAT IHNAT</b></p> <p><b>MOTION FAILS BY TIE VOTE (AYES: LAWNAE HUNTER, SUSAN GLEN, PAT IHNAT, ALEX MACLEAN. NAYS: MARIE DUE, DEBRA GISRIEL, KIM HEDDINGER, DAVE HAMILTON)</b></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><b>MOTION TO APPROVE ERIC ZECHNELLEY'S WAIVER REQUEST BY PAT IHNAT SECOND BY LAWNAE HUNTER</b></p> <p><b>MOTION CARRIED BY UNANIMOUS VOTE</b></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><b>MOTION TO APPROVE ROBERT TESSMER'S EXPERIENCE WAIVER REQUIREMENT REQUEST BY LAWNAE HUNTER SECOND BY PAT IHNAT</b></p> <p><b>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)</b></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><b>MOTION TO APPROVE MICHAEL PALUSKA'S REQUEST FOR EXPERIENCE WAIVER BY PAT IHNAT SECOND BY KIM HEDDINGER</b></p> <p><b>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)</b></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><b>MOTION TO APPROVE DANA MCNEIL'S REQUEST FOR EXPERIENCE WAIVER BY ALEX MACLEAN SECOND BY LAWNAE HUNTER</b></p> <p><b>MOTION CARRIED BY UNANIMOUS VOTE</b></p>
06.06.22	Robert Pile	PB		

# Oregon Real Estate Board

## Experience Requirement Waiver Request

Date: 2.18.22

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. <b>Must be completed PRIOR to waiver request.</b>	X		12/10/2020	Attach original course certificate.	
Submitted the Real Estate License Application for Principal Broker license and \$300 fee. <b>Must be completed PRIOR to waiver request.</b>	X		3/14/2016	Attach copy of confirmation letter from Agency.	
Successfully passed the Oregon Principal Broker exam. <b>Must be completed PRIOR to waiver request.</b>	X		11/16/2021	<b>National Score:</b> __63__ <b>State Score:</b> 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](mailto: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](mailto:madeline.c.alvarado@oregon.gov).

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



**5.16.22**

### **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

May 16, 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



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**

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

**Term Totals (Graduate)**

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

Unofficial Transcript

**Term: Summer 2007 Quarter**

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

**Term Totals (Graduate)**

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

Unofficial Transcript

**Term: Fall 2007 Quarter**

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

**Term Totals (Graduate)**

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

Unofficial Transcript

**Term: Summer 2008 Quarter**

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

**Term Totals (Graduate)**

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

Unofficial Transcript

**Term: Fall 2008 Quarter**

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

**Term Totals (Graduate)**

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

Unofficial Transcript

**Term: Summer 2009 Quarter**

<b>Subject</b>	<b>Course</b>	<b>Level</b>	<b>Title</b>	<b>Grade</b>	<b>Credit Hours</b>	<b>Quality Points</b>	<b>R</b>
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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
<b>PSU Current:</b>	3.000	0.000	3.000	3.000	12.00	4.00
<b>PSU Cumulative:</b>	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
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
<b>PSU Current:</b>	3.000	0.000	3.000	3.000	9.99	3.33
<b>PSU Cumulative:</b>	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
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
<b>PSU Current:</b>	6.000	0.000	6.000	6.000	24.00	4.00
<b>PSU Cumulative:</b>	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
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
<b>PSU Current:</b>	8.000	1.000	8.000	7.000	25.32	3.61
<b>PSU Cumulative:</b>	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
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
<b>PSU Current:</b>	6.000	0.000	6.000	6.000	24.00	4.00
<b>PSU Cumulative:</b>	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
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)**

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

Unofficial Transcript

**Term: Fall 2013 Quarter**

<b>Subject</b>	<b>Course</b>	<b>Level</b>	<b>Title</b>	<b>Grade</b>	<b>Credit Hours</b>	<b>Quality Points</b>
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)**

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

Unofficial Transcript

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

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

**Term Totals (Graduate)**

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

Unofficial Transcript

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

	<b>Attempt Hours</b>	<b>Passed Hours</b>	<b>Earned Hours</b>	<b>GPA Hours</b>	<b>Quality Points</b>	<b>GPA</b>
<b>Total Institution:</b>	61.000	1.000	61.000	60.000	225.34	3.75
<b>Total Transfer:</b>	0.000	0.000	0.000	0.000	0.00	0.00
<b>Overall:</b>	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.**

# 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](http://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

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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>



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](http://www.dol.wa.gov)

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ADMINISTRATIVE ACTIONS for OREA Board  
3/16/22 through 5/13/22  
(Corresponding orders are attached)

**REVOCATIONS**

None.

**SUSPENSIONS**

Williamson, Toni E (Umatilla), Broker 201210757, Stipulated Final Order dated May 3, 2022, issuing a suspension.

**REPRIMANDS**

Melcher, Jamie Alisa (Sweet Home), Broker 201210149, Stipulated Final Order dated March 16, 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

Headley, Tammy Irene, (Brookings), PM 201222548, Stipulated Final Order dated March 22, 2022, issuing a \$2,000.00 civil penalty.

**UNLICENSED ACTIVITY**

Gravestock, Constance, (Chiloquin), Unlicensed, Stipulated Final Order dated April 7, 2022, issuing a \$600.00 civil penalty.

WFG Lender Services, (Plano Texas), Unlicensed, Stipulated Final Order Dated April 19, 2022, issuing a \$500.00 civil penalty.

**ESCROW**

Ticor Title Company of Oregon, (Portland) EA 850600240, Stipulated Final Order dated March 17, 2022, issuing a \$3,000.00 civil penalty.

Chicago Title Company of Oregon, (Portland) EA 201004072, Stipulated Final Order dated March 17, 2022, issuing a \$1,500.00 civil penalty.

REAL ESTATE AGENCY  
BEFORE THE REAL ESTATE COMMISSIONER

In the Matter of the Escrow Agent License of )  
CHICAGO TITLE COMPANY OF OREGON ) STIPULATED FINAL ORDER

The Oregon Real Estate Agency (Agency) and Chicago Title Company of Oregon (Chicago Title) 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 696.505.

**First Findings of Fact:**

1.1 At all times mentioned herein, Chicago Title was licensed as an escrow agent in Oregon.

1.2 On July 19, 2021, the Agency received a complaint from Tsion Tadesse (Tadesse) against Chicago Title. The Agency opened an investigation.

1.3 On December 9, 2020, Tadesse signed an offer to purchase 8520 SW 20<sup>th</sup> Avenue, Portland, OR (subject property). Per the agreement, \$6,000 earnest money was to be directly deposited with escrow. The agreement contained escrow instructions stating if the transaction could not be closed for any reason that escrow was to hold all earnest money deposits until they received written instructions from the buyer and seller, or a final ruling from a court or arbitrator as to the disposition of the funds.

1.4 On December 10, 2020, seller Delia Dima (Dima) did not accept the offer, and made a counteroffer.

1           1.5    On January 14, 2021, buyers Robel Tadesse and Tadesse signed a termination  
2 agreement stating they would receive the \$6,000 earnest money. Dima rejected the  
3 agreement.

4           1.6    On April 30, 2021, Chicago Title wrote letters to the buyers Robel Tadesse and  
5 Tadessee and to seller Dima, stating there was a dispute regarding disbursement of the  
6 \$6,000 earnest money. The letter stated if mutually signed instructions were not provided by  
7 May 10, 2021, the funds and escrow file would be submitted to legal counsel for the filing of an  
8 interpleader action.

9           1.7    On May 11, 2021, escrow officer Deena Bergstrom (Bergstrom) wrote a letter to  
10 C. Thomas Davis (Davis), of the Davis Law Firm, and enclosed a check dated May 11, 2021,  
11 made payable to the State of Oregon c/o Davis Law Firm, for \$6,000. The memo line of the  
12 check noted, "Send earnest money for interpleader action."

13           1.8    Davis reached out to both buyers and seller attempting to get each party to agree  
14 to each side receiving \$2,800, and \$400.00 to Davis for his services. If parties could not agree,  
15 then Davis would have to turn the funds over to the court and file suite. Dima agreed to  
16 release the escrow funds by receiving \$2,800.00 and signed the document. Robel Tadesse  
17 and Tadessee did not sign the form to release the funds.

18           1.9    On July 8, 2021, the \$6,000 check from Chicago Title was deposited into the  
19 clients' trust account of the Davis Galm Law Firm.

20           **First Statement of Law:** ORS 696.581(3) states except as provided in ORS 314.258,  
21 an escrow agent may not close an escrow or disburse any funds or property in an escrow  
22 without obtaining dated, separate escrow instructions in writing from the principals to the  
23 transaction adequate to administer and close the transaction, or in the case of disbursement,  
24 to disburse the funds and property. ORS 696.581(9) states notwithstanding any provision of  
25 this section, an escrow agent may disburse funds, property or documents deposited in an  
26 escrow in accordance with an order of a court of competent jurisdiction. Per ORS 696.585(1)  
27 any persons who violates any provision of ORS 696.505 to 696.590, or any lawful rule or final  
28 order of the Real Estate Commissioner or any final judgement made by any court upon  
29 application of the commissioner, may be required to forfeit and pay to the General Fund of the  
30 State Treasury, a civil penalty in an amount determined by the commissioner of not more than

1 \$3,000 for each offense. Each violation shall be deemed a separate offense.

2 **First Conclusion of Law:** By disbursing the \$6,000.00 earnest money to “State of  
3 Oregon, c/o Davis Law Firm” prior to obtaining a court order Chicago Title violated ORS  
4 696.581(3) and (9) (2021 Edition) and is subject to a civil penalty per ORS 696.585.

5 2.

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

8 3.

9 STIPULATION AND WAIVER

10 Chicago Title has read and reviewed this Stipulated Final Order and its Findings of  
11 Fact, Statements of Law and Conclusions of Law. Chicago Title understands 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 Chicago Title. Chicago Title  
14 further understands that if Chicago Title does not agree with this stipulation Chicago Title has  
15 the right to request a Hearing on this matter and to be represented by legal counsel at such a  
16 Hearing. Chicago Title also understands that any Hearing would be conducted in accordance  
17 with the procedures set forth in ORS Chapter 183 and in accordance with the Rules of Practice  
18 and Procedure adopted by the Attorney General of the State of Oregon.

19 Chicago Title hereby agrees and stipulates to the above Findings of Fact and  
20 Conclusions of Law and understands that the Order which follows hereafter, which Chicago  
21 Title has also read and understands, may be completed and signed by the Real Estate  
22 Commissioner or may be rejected by the Real Estate Commissioner. By signing this  
23 Stipulated Final Order, if the Order is agreed to and signed by the Real Estate Commissioner,  
24 Chicago Title has freely and voluntarily waived Chicago Title’s rights to a Hearing, to  
25 representation by legal counsel at such a Hearing, and to judicial review of this matter.  
26 Chicago Title further understands that, in accordance with the provisions of ORS 696.445(3),  
27 notice of this Order shall be published in the Oregon Real Estate News Journal.

28 ///

29 ///

30 ///

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

4 IT IS HEREBY ORDERED that, pursuant to ORS 696.585 and based upon the  
5 violation(s) set forth above, Chicago pay a civil penalty in the sum of \$1,500.00, said penalty to  
6 be paid to the General Fund of the State Treasury by paying the same to the OREA.  
7

8 IT IS SO STIPULATED:

IT IS SO ORDERED:

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DocuSigned by:  
*Matthew London*  
7C30ECEF13F04A4...  
By Matthew London  
Title President, County Manager

DocuSigned by:  
*Steven Strobe*  
E2C2D0097AD8471...  
  
Steven Strobe  
Real Estate Commissioner

CHICAGO TITLE COMPANY OF OREGON  
Date 3/8/2022 | 11:43 AM PST

Date 3/17/2022 | 8:12 AM PDT

Date of Service: 03/17/2022

REAL ESTATE AGENCY  
BEFORE THE REAL ESTATE COMMISSIONER

In the Matter of the Unlicensed Professional  
Real Estate Activity of  
CONSTANCE GRAVESTOCK

STIPULATED FINAL ORDER AND ORDER  
TO CEASE AND DESIST

The Oregon Real Estate Agency (Agency) and Constance Gravestock (Gravestock) 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, Gravestock was not licensed to conduct professional real estate activity in Oregon.

1.2 On December 21, 2021, the Agency received a complaint from Dana Donovan (Donovan) against Gravestock. The Agency opened an investigation.

1.3 Starting in November 2021, Gravestock began managing the property located at 2236 3<sup>rd</sup> St., Malin, OR (subject property) on behalf of property owner Hanu Mantha Patlola (Patlola).

1.4 Gravestock assisted with collecting rent two times and deposited the checks into Patlola's bank account. Patlola paid her \$100 a week for her to assist with the property. Gravestock stopped managing after she found it was a problem.

///

///



1 3.

2 The Agency reserves the right to investigate and pursue additional complaints that may  
3 be received in the future regarding this individual.

4 4.

5 STIPULATION AND WAIVER

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

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

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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.

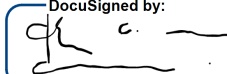
4 ORDER

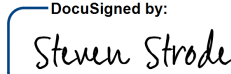
5 IT IS HEREBY ORDERED that, pursuant to ORS 696.397, Gravestock immediately  
6 cease and desist from engaging in any professional real estate activity as defined in ORS  
7 696.010(17)(a) to (n) (2021 Edition) unless Gravestock first obtains a real estate license from  
8 the Agency. The Commissioner's authority for this order is under ORS 696.397.

9 IT IS FURTHER ORDERED that, pursuant to ORS 696.990 and based upon the  
10 violation set forth above, Gravestock pay a civil penalty in the sum of \$600.00, said penalty to  
11 be paid to the General Fund of the State Treasury by paying the same to the Agency.

12  
13 IT IS SO STIPULATED:

IT IS SO ORDERED:

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DocuSigned by:  
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19 E2C2D0097AD8471...



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CONSTANCE GRAVESTOCK

STEVEN STRODE

Real Estate Commissioner

Date 3/31/2022 | 10:00 AM PDT

Date 4/7/2022 | 7:43 AM PDT

Date of Service: 04/07/2022

REAL ESTATE AGENCY  
BEFORE THE REAL ESTATE COMMISSIONER

In the Matter of the Property Manager  
License of  
TAMMY IRENE HEADLEY

STIPULATED FINAL ORDER

The Oregon Real Estate Agency (Agency) and Tammy Irene Headley (Headley) 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 Headley was licensed as property manager working under Ahead, LLC.

1.2 On December 1, 2020, Headley’s license expired due to failing to renew during November 2020. On September 1, 2021 and November 1, 2021, the Agency sent emails to Headley stating if she failed to renew during November 2021, her license would lapse.

1.3 On November 16, 2021, Headley renewed her license. Headley answered, “Yes” on the renewal application question which asked if professional real estate activity had been conducted while her license was expired. Headley wrote in the comments her license expiration was an oversight due to a personal matter she was dealing with and she continued to provide property management services to the same client while expired and had received income from that activity.

1.4 On November 16, 2021, the Agency emailed Headley confirmation of her

1 renewal. The email stated if her license was in an expired status prior to renewal, that she  
2 would be required to be transferred by a principal broker or property manager.

3 1.5 On November 17, 2021, the Agency emailed Headley, alerting her that her  
4 license was not active, and that she would need to reregister the registered business name.

5 1.6 On November 26, 2021, the Agency emailed Headley stating her license was at  
6 risk of being inactivated and she had until December 16, 2021, to become associated with a  
7 registered business name or her license would become inactive.

8 1.7 On January 19, 2022, Agency staff spoke with Headley, who indicated she did  
9 not understand the licensing system and thought she had done everything right once she had  
10 completed the renewal and paid the fees. She said she had done her continuing education.  
11 Headley thought there was nothing more required.

12 1.8 Currently, Headley's license is inactive.

13 **Statements of Law:**

14 ORS 696.020(2) states an individual may not engage in, carry on, advertise or purport  
15 to engage in or carry on professional real estate activity, or act in the capacity of a real estate  
16 licensee, within this state unless the individual holds an active license as provided for in this  
17 chapter.

18 ORS 696.990(4)(a) and (b) states: (4) Any person that violates ORS 696.020(2) may be  
19 required by the Real Estate Commissioner to forfeit and pay to the General Fund of the State  
20 Treasury a civil penalty in an amount determined by the commissioner of:

21 (a) Not less than \$100 nor more than \$500 for the first offense of unlicensed professional real  
22 estate activity; and (b) Not less than \$500 nor more than \$1,000 for the second and  
23 subsequent offenses of unlicensed professional real estate activity.

24 ORS 696.990(9) states for the purposes of subsection (4) of this section, any violation  
25 of ORS 696.020 (2) that results from a failure of a real estate licensee to renew a license within  
26 the time allowed by law constitutes a single offense of unlicensed professional real estate  
27 activity for each 30-day period after expiration of the license during which the individual  
28 engages in professional real estate activity. A civil penalty imposed for a violation of ORS  
29 696.020 (2) that results from a failure of a real estate licensee to renew a license within the  
30 time allowed by law is not subject to the minimum dollar amounts specified in subsection (4) of  
this section.

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**Conclusion of Law:**

By conducting professional real estate activity over the course of at least 365 days after Headley’s license expired Headley violated ORS 696.020(2) and is subject to discipline or civil penalty pursuant to ORS 696.990(4) and (9).

2.

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

3.

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

4.

**STIPULATION AND WAIVER**

I, Tammy Irene Headley, have read and reviewed this Stipulated Final Order and its Findings of Fact, Statements of Law and Conclusions of Law. I understand that the Findings of Fact, Conclusions of Law and this Stipulation and Waiver of Hearing rights embody the full and complete agreement and stipulation between the Agency and me. I further understand that if I do not agree with this stipulation I have the right to request a Hearing on this matter and to be represented by legal counsel at such a Hearing. I also understand that any Hearing would be conducted in accordance with the procedures set forth in ORS Chapter 183 and in accordance with the Rules of Practice and Procedure adopted by the Attorney General of the State of Oregon. By signing this Stipulated Final Order I freely and voluntarily waive my rights 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  
11 ORDER

12 IT IS HEREBY ORDERED that pursuant to ORS 696.990(1) to (9) and based upon the  
13 violation set forth above, Headley pay a civil penalty in the sum of \$ 2,000.00, said penalty to  
14 be paid to the General Fund of the State Treasury by paying the same to the Agency. The civil  
15 penalty is computed in accordance with ORS 696.990(4) and (9) in that each 30-day period of  
16 unlicensed activity is considered one violation. In this instance, there were twelve 30-day  
17 periods of unlicensed activity.

18  
19 IT IS SO STIPULATED:

IT IS SO ORDERED:

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21 DocuSigned by:  
22 Tammy Irene Headley  
23 43837C2D2D5A4F6...  
TAMMY IRENE HEADLEY

DocuSigned by:  
22 Steven Strode  
23 E2C2D0097AD8471...  
STEVEN STRODE



24  
25 Date 3/7/2022 | 6:43 AM PST

Real Estate Commissioner  
25 Date 3/22/2022 | 7:54 AM PDT

26  
27 Date of Service: 03/22/2022

REAL ESTATE AGENCY  
BEFORE THE REAL ESTATE COMMISSIONER

In the Matter of the Real Estate License of )  
JAMIE ALISA MELCHER ) STIPULATED FINAL ORDER

The Oregon Real Estate Agency (Agency) and Jamie Alisa Melcher (Melcher) 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 and Second Findings of Fact:**

1.1 Melcher was licensed as a real estate broker with Keller Williams Realty Mid-Willamette until March 16, 2020, when her license became associated with HomeSmart Realty Group.

1.2 On January 17, 2021, Tracy McIntyre-Huldermann (McIntyre-Huldermann) filed a complaint with the Agency. The Agency opened an investigation.

1.3 On April 16, 2019, McIntyre-Huldermann’s property located at 743 Birch St, Sweet Home (subject property) was listed for \$225,000 on the Multiple Listing Service (MLS) by Laura Gillott (Gillott) and Melcher. Gillott is a principal broker with Keller Williams Realty Mid-Willamette, and was Melcher’s supervising principal broker at the time.

1.4 Melcher submitted an offer to McIntyre-Huldermann to purchase the subject property herself for \$199,000.00 as an investment property.

1.5 A contract of sale agreement was signed on June 23, 2019, by both McIntyre-

1 Huldermann and Melcher. Per the June 2019 agreement, Melcher agreed to purchase the  
2 subject property for \$199,000.00 with \$5,000.00 in earnest money deposited toward the  
3 transaction and \$800.00 monthly installments to be paid starting on July 1, 2019.

4 1.6 Melcher was required to continue making direct monthly payments and arrange  
5 for all unpaid principal, accrued unpaid interest, and all other sums due to be paid in full on or  
6 before June 2024.

7 1.7 Melcher failed to submit a copy of the signed June 2019 sale agreement to her  
8 principal broker.

9 1.8 When McIntyre-Huldermann later reached out to Gillott for help in the  
10 transaction and Gillott said she didn't have record of the transaction where Melcher purchased  
11 the property from McIntyre-Huldermann. Gillott was only able to locate a pre-listing agreement  
12 which had expired in October 2019 and an unsigned contract of sale.

13 **First Statement of Law:** ORS 696.301(3) authorizes the Commissioner to reprimand a  
14 licensee's real estate license who has disregarded or violated any provision of ORS 659A.421,  
15 696.010 to 696.495, 696.600 to 696.785, 696.800 to 696.870 and 696.890 or any rule of the  
16 Real Estate Agency. ORS 696.301(3) is implemented in part by OAR 863-015-0145(2) (1-1-  
17 2019 Edition), which states: (2) transactions described in section (1) of this rule of a principal  
18 broker must be processed in the same manner as the licensee's other professional real estate  
19 activities and comply with the records requirement under OAR 863-015-0250.

20 **First Conclusion of Law:** By failing to process the transaction in the same manner as  
21 her other professional real estate activities Melcher violated ORS 696.301(3) and its  
22 implementing rule OAR 863-015-0145(2) (1-1-2019 Edition).

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. ORS 696.301(3) is implemented in part by OAR 863-015-  
27 0250(2) (1-1-2019 Edition) which states when a real estate broker receives any document  
28 referred to in (1) of this rule, the real estate broker must transmit to the real estate broker's  
29 principal broker the document within 3 banking days of a real estate broker's receipt of the  
30 document.

1           **Second Conclusion of Law:** By failing to transmit the purchase agreement to her  
2 principal broker within 3 banking days of the receipt of the document, Melcher violated ORS  
3 696.301(3) and its implementing rule OAR 863-015-0250(2) (1-1-2019 Edition).

4           **Third Findings of Fact:**

5           1.9     A purchase price dispute developed between Melcher and McIntyre-Huldermann.

6           1.10    On June 10<sup>th</sup>, 2020, Melcher sent McIntyre-Huldermann a text referencing her  
7 loan was approved and she was just waiting for her house to close in a few weeks. She stated  
8 she would be emailing a formal purchase agreement to sign to get escrow opened and to  
9 move the process along.

10          1.11   Per Melcher's calculations, due to payments already made, the remaining funds  
11 due for the purchase price was \$190,000.00, which was disputed by McIntyre-Huldermann.

12          1.12    On June 2020, a new purchase agreement was signed by Melcher and McIntyre-  
13 Huldermann, with Melcher offering \$190,000.00 for the subject property with \$1,000 earnest  
14 money placed toward the transaction and agreed to later deposit an additional \$46,000.00  
15 before closing. Melcher signed the agreement on June 20, 2020 and McIntyre-Huldermann  
16 signed on June 14, 2020.

17          1.13    Per the June 2020 contract, the \$1,000 earnest money deposit was to be  
18 deposited with escrow within five business days. Melcher failed to deposit the earnest money  
19 within five days of McIntyre-Huldermann's acceptance of the purchase agreement.

20          1.14    The subject property was later relisted on August 25, 2020, for \$239,000.00 and  
21 McIntyre-Huldermann accepted a full price offer.

22           **Third Statement of Law:** ORS 696.301(3) authorizes the Commissioner to reprimand a  
23 licensee's real estate license who has disregarded or violated any provision of ORS 659A.421,  
24 696.010 to 696.495, 696.600 to 696.785, 696.800 to 696.870 and 696.890 or any rule of the  
25 Real Estate Agency. ORS 696.301(3) is implemented in part by OAR 863-015-0257(3)(b) (1-  
26 1-2020 Edition), which states (3) for a check held pursuant to section (2), the real estate broker  
27 or principal broker within three banking days following the acceptance of the offer or a  
28 subsequent counter offer must: (b) deposit the check to a licensed neutral escrow depository  
29 located within this state, tracking the earnest money deposit from the buyer to the principal  
30 broker and to the escrow depository.







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 Jamie Alisa Melcher's broker license license be, and  
6 hereby is reprimanded.

7  
8

9 IT IS SO STIPULATED:

IT IS SO ORDERED:



11 DocuSigned by:  
12 *Jamie Melcher*

DocuSigned by:  
*Steven Strode*

13 C3DDC7436FF14CB...  
JAMIE ALISA MELCHER

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STEVEN STRODE

Real Estate Commissioner

14  
15 Date 3/15/2022 | 4:54 PM PDT

Date 3/16/2022 | 8:26 AM PDT

16  
17 Date of Service: 03/16/2022

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REAL ESTATE AGENCY  
BEFORE THE REAL ESTATE COMMISSIONER

In the Matter of the Escrow Agent License of )  
TICOR TITLE COMPANY OF OREGON ) STIPULATED FINAL ORDER

The Oregon Real Estate Agency (Agency) and Ticor Title Company of Oregon (Ticor) 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 696.505.

**First Findings of Fact:**

1.1 At all times mentioned herein, Ticor was licensed as an escrow agent in Oregon.

1.2 On August 19, 2021, the Agency received a complaint from Mark Johnson, against Ticor. The Agency opened an investigation.

1.3 In 2006 Johnson purchased property located at 16801 NE Oregon St., in Portland (NE Oregon) and obtained two mortgage loans. One loan for \$228,000.00, and the second for \$57,000.00.

1.4 In October 2017, Johnson accepted an offer to purchase NE Oregon from Nikolay Malimon (Malimon) and escrow was opened with Ticor on the transaction.

1.5 On October 13, 2017, Ticor issued a Preliminary Title Report which identified the two mortgage liens against NE Oregon.

1.6 On October 20, 2017, Johnson signed a Seller Information Sheet on which he listed only the first mortgage lien on NE Oregon.

1           1.7    On October 27, 2017, Ticor noted in an email to Johnson that a second mortgage  
2    lien was attached to the title report and asked Johnson to provide them with any loan  
3    information he had. On October 30, 2017, Johnson signed the completed Statement of  
4    Information and again listed only the first mortgage lien against NE Oregon.

5           1.8    On November 9, 2017, Ticor issued an updated Preliminary Title Report which  
6    still showed two mortgage liens against the property.

7           1.9    On November 15, 2017, the transaction for NE Oregon closed, Ticor paid off the  
8    first mortgage lien but did not pay off the second lien. Ticor issued the owner's title policy and  
9    Chicago Title Insurance Company (Chicago) acted as the underwriter.

10          1.10   On November 16, 2017, Ticor disbursed the remaining closing proceeds to  
11    Johnson.

12          1.11   On January 24, 2018, a claim was tendered to Chicago on behalf of Malimon  
13    after the lienholder demanded payment for the unsatisfied/unreleased second mortgage lien.  
14    Chicago paid \$55,781.38 to satisfy and release the second lien.

15          1.12   Chicago sent several written notices to Johnson in an attempt to recover the  
16    \$55,781.38 for the second mortgage lien. On November 16, 2020, Chicago filed a complaint  
17    against Johnson to recover funds paid by Chicago to satisfy the second mortgage lien.

18           **First Statement of Law:** ORS 696.535(1)(b)(h) authorizes the Commissioner to  
19    discipline an escrow agent's license if the escrow agent: (b) demonstrated untrustworthiness or  
20    incompetence to transact the business of an escrow agent; (h) failed to deliver within a  
21    reasonable time to persons entitled to receive funds, property or documents or other things of  
22    value held or agreed to be delivered by the license, as and when paid for and due to be  
23    delivered. Per ORS 696.585(1) any persons who violates any provision of ORS 696.505 to  
24    696.590, or any lawful rule or final order of the Real Estate Commissioner or any final  
25    judgement made by any court upon application of the commissioner, may be required to forfeit  
26    and pay to the General Fund of the State Treasury, a civil penalty in an amount determined by  
27    the commissioner of not more than \$3,000 for each offense. Each violation shall be deemed a  
28    separate offense.

29    ///

30    ///



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

4 IT IS HEREBY ORDERED that, pursuant to ORS 696.585 and based upon the  
5 violation(s) set forth above, Ticor pay a civil penalty in the sum of \$3,000.00, said penalty to be  
6 paid to the General Fund of the State Treasury by paying the same to the OREA.  
7

8 IT IS SO STIPULATED:

IT IS SO ORDERED:



10 DocuSigned by:  
11 By Matthew London  
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DocuSigned by:  
Steven Strobe  
E2C2D0097AD8471...

12 Matthew London

Steven Strobe

13 Title President, County Manager

Real Estate Commissioner

14 Ticor Title Company of Oregon

15 Date 3/8/2022 | 11:28 AM PST

Date 3/17/2022 | 8:11 AM PDT

17 Date of Service: 03/17/2022

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REAL ESTATE AGENCY  
BEFORE THE REAL ESTATE COMMISSIONER

In the Matter of the Unlicensed Escrow Activity)  
of  
WFG LENDER SERVICES

STIPULATED FINAL ORDER

The Oregon Real Estate Agency (Agency) and WFG Lender Services (WFG) 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 696.505.

**Findings of Fact:**

1.1 At all times mentioned herein, WFG was not licensed to conduct escrow activity in Oregon. WFG is part of a larger entity and WFG National Title Insurance Company holds an active Oregon Escrow Agent license.

1.2 In April 2021, the Agency was forwarded a complaint from the Oregon Department of Consumer & Business Services which had been filed by Sadie Ross (Ross). The Agency opened an investigation.

1.3 Ross and her husband refinanced their home in October 2020. According to Ross, she paid \$2,472.96 in additional closing costs to cover property taxes that were due November 16, 2020. The closing disclosure statement showed "WFG Lender Services" as the settlement agent for the transaction which closed on October 16, 2020.

1.4 On October 21, 2021, WFG issued Ross's property tax check to Multnomah County after Ross's closing, but the check was never cashed and WFG issued a stop payment



1 on the check in February 2021. On May 4, 2021, a check was reissued for a higher amount  
2 and cleared WFG's account on May 6, 2021.

3 **Statement of Law:** ORS 696.511(1) states a person may not directly or indirectly  
4 engage in or carry on, or purport to engage in or carry on, within this state, the business of an  
5 escrow agent, or act in the capacity of an escrow agent, unless the person holds an active  
6 license as an escrow agent under the provisions of ORS 696.505 to 696.590. ORS 696.505(6)  
7 defines "escrow agent" as a person who engages in the business of receiving escrows for  
8 deposit or delivery and who receives or is promised compensation, whether contingent or  
9 otherwise, for or in anticipation of performance. ORS 696.505(5) defines "escrow" as a  
10 transaction in which any written instrument, money, evidence of title to real or personal  
11 property or other thing of value is delivered, for the purpose of paying an obligation or effecting  
12 the sale, transfer, encumbrance or lease of real or personal property, to a person who does not  
13 otherwise have a right, title or interest in the real or personal property, to be held by that  
14 person as a neutral third party until a specified event happens or a prescribed condition is  
15 performed, when the written instrument, money, evidence of title or other thing of value is to be  
16 delivered by the neutral third party to a grantee, grantor, promisee, promisor, obligee, obligor,  
17 bailee, bailor or any agent or employee of any of them pursuant to the written instructions of  
18 the principals to the transaction. ORS 696.590(1)(a)(b) states: (1) Any person who violates  
19 ORS 696.511(1) may be required by the Real Estate Commissioner to forfeit and pay to the  
20 General Fund of the State Treasury a civil penalty in an amount determined by the  
21 commissioner of: (a) Not less than \$500 nor more than \$1,000 for the first offense of  
22 unlicensed professional escrow activity; and (b) Not less than \$1,000 nor more than \$3,000 for  
23 the second and subsequent offenses of unlicensed professional escrow activity.

24 **Conclusion of Law:** WFG acted as an escrow agent during the refinancing of Ross's  
25 home on October 16, 2020, without an active escrow agent license, in violation of ORS  
26 696.511(1) (2019 Edition). WFG is subject to a civil penalty under ORS 696.590(1)(a)(b).

27 2.

28 The Agency reserves the right to investigate and pursue additional complaints that may  
29 be received in the future regarding this entity.

30 ///



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

4 ORDER

5 IT IS HEREBY ORDERED that, pursuant to ORS 696.577, WFG immediately cease  
6 and desist from offering to engage in or engaging in the business of an escrow agent as  
7 defined in ORS 696.505(5) and (6) unless WFG first obtains an escrow license from the  
8 Agency. The Commissioner’s authority for this order is under ORS 696.577.

9 IT IF FURTHER ORDERED that, pursuant to ORS 696.585 or 696.590 and based upon  
10 the violations set forth above, WFG pay a civil penalty in the sum of \$500.00, said penalty to  
11 be paid to the General Fund of the State Treasury by paying the same to the Agency.

12  
13 IT IS SO STIPULATED:

IT IS SO ORDERED:

14  
15 DocuSigned by:  
16 *Donald A. O'Neill*  
4061B4EB9647495...  
17 Donald A. O'Neill  
18 Title: Executive Vice President and Deputy  
19 General Counsel  
20 WFG Lender Services  
21 Date 4/11/2022 | 2:36 PM PDT

DocuSigned by:  
*Steven Strode*  
E2C2D0097AD8471...  
Steve Strode  
Real Estate Commissioner  
Date 4/19/2022 | 7:49 AM PDT



Date of Service: 04/19/2022

REAL ESTATE AGENCY  
BEFORE THE REAL ESTATE COMMISSIONER

In the Matter of the Real Estate License of )  
TONI E. WILLIAMSON ) STIPULATED FINAL ORDER

The Oregon Real Estate Agency (Agency) and Toni E. Williamson (Williamson) 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 Williamson is licensed as a broker and currently her license is inactive.

1.2 On her October 2018 renewal application Williamson disclosed she was convicted in 2017 of Driving Under the Influence. On her October 2020 renewal application Williamson noted she had been on probation since September 18, 2018 and will be complete it on March 18, 2020.

1.3 On June 22, 2017, Williamson was indicted on the following: Count 1: Driving Under the Influence of Intoxicants; Count 2 Reckless Driving; and Count 3 Driving While Suspended or Revoked. The 2017 Indictment noted that Williamson had three prior driving under the influence of intoxicants convictions within the last ten years; July 27, 2011- Deschutes County Court, December 8, 2015-Springfield Oregon Municipal Court, and February 1, 2016-Umitila County Court.

///

1           1.4    On September 12, 2018, Williamson was convicted through the Umatilla County  
2 Court, based on a guilty plea on October 13, 2017, of the following:

- 3           • Count 1: Driving Under the Influence of Intoxicants (Felony). Williamson's  
4 Drivers License was revoked for life. Williamson was sentenced 90 days in jail,  
5 supervised probation for five years and ordered to pay a fine. The conditions of  
6 probation included but was not limited to: Williamson was not to use or possess  
7 controlled substances except pursuant to a medical prescription, Neither use no  
8 possess alcoholic beverages, submit to testing for controlled substance,  
9 cannabis or alcohol, participate in a substance abuse evaluation as directed, and  
10 Williamson was required to complete an Alcohol and/or Drug evaluation and any  
11 required treatment, including after care if recommended and file written proof of  
12 treatment completion with the Court.
- 13           • Count 2: Reckless Driving. Williamson's Drivers License was suspended for 90  
14 days.
- 15           • Count 3: Criminal Driving While Suspended or Revoked.

16           1.5    Both Count 2 and 3 were noted as discharged on the September 2018  
17 Judgment.

18           1.6    On June 5, 2020, Patty Arrington (Arrington), with the Parole and Probation wrote  
19 a report noting Williamson was in violation of the following probation condition: neither use nor  
20 possess alcoholic beverages. The report stated in June 2020 Williamson reported to  
21 Community Corrections to submit a urine sample and when she got out of the vehicle she  
22 appeared to be intoxicated and combative. Williamson was taken into custody.

23           1.7    Arrington's report noted since the start of the supervised probation, Williamson  
24 has had random drug tests and has tested positive for Methamphetamine on four separate  
25 occasions in 2019. The report noted that Williamson completed an inpatient residential drug  
26 program in August 2018 and also completed outpatient treatment in March 2019.

27           1.8    Arrington's report further notes that in April 2020, Williamson took her  
28 roommate's car without permission and damaged it while being under the influence.  
29 Williamson was cited and released for Unauthorized Use of a Motor Vehicle. Arrington's  
30 reports ends with her recommendation that Williamson apply for the Umatilla County

1 Treatment Program, and if she is accepted, that Williamson must successfully complete the  
2 program as a part of her probation.

3 1.9 On June 18, 2020, a Judgment was filed identifying a probation violation and  
4 ordered additional stipulations to Williamson's sentence. Williamson was to serve 145 days in  
5 jail and apply for and successfully complete drug court.

6 1.10 On April 2, 2021, a Judgment/Order was filed identifying a drug court violation  
7 from Williamson testing positive for morphine and she was ordered to complete 32 hours of  
8 community service. On April 30, 2021, an Order was filed for treatment court violations  
9 ordering Williamson to 16 hours of community service. On July 16, 2021, an Order was filed  
10 identifying treatment court violations and Williamson was sentenced to 11 days in custody and  
11 30 days on an alcohol monitor.

12 **First Statement of Law:** Per ORS 696.301(11) A licensee's real estate license may be  
13 disciplined if they have been convicted of a felony or misdemeanor substantially related to the  
14 real estate licensee's trustworthiness or competence to engage in professional real estate  
15 activity. Per ORS 696.301(14) a licensee's real estate license may be disciplined if they have  
16 committed an act of fraud or engaged in dishonest conduct substantially related to the fitness  
17 of the applicant or real estate licensee to conduct professional real estate activity, without  
18 regard to whether the act or conduct occurred in the course of professional real estate activity.

19 **First Conclusion of Law:** On September 12, 2018, Williamson was convicted of felony  
20 Driving Under the Influence of Intoxicants. While on probation Williamson has had several  
21 probation violations some of which included drug court violations, four failed drug tests and she  
22 was recently cited for Unauthorized Use of a Motor Vehicle. Williamson violated ORS  
23 696.301(11) and (14) (2019 Edition).

24 **Second Conclusion of Law:** The forgoing violations are grounds for discipline  
25 pursuant to ORS 696.301(11) and (14). Based on this violation a suspension is appropriate for  
26 violations of ORS 696.301(11) and (14). Based upon the above violation a suspension of  
27 Williamson's broker license is appropriate under ORS 696.396(2)(c)(A) and (C). According to  
28 ORS 696.396(2)(c)(A) and (C), the Agency may suspend a real estate license if the material  
29 facts establish a violation of a ground for discipline under ORS 696.301 that: (A) results in  
30 significant damage or injury; (C) exhibits dishonesty or fraudulent conduct. As previously

1 noted, the Agency has set forth the grounds of discipline as ORS 696.301(11) and (14).

2 2.

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

11 3.

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

14 4.

15 STIPULATION AND WAIVER

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

27 I hereby agree and stipulate to the above Findings of Fact and Conclusions of Law and  
28 understand that the Order which follows hereafter, which I have also read and understand,  
29 may be completed and signed by the Real Estate Commissioner or may be rejected by the  
30 Real Estate Commissioner. I further understand that, in accordance with the provisions of

1 ORS 696.445(3), notice of this Order shall be published in the Oregon Real Estate News  
2 Journal.

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

6 ORDER

7 IT IS HEREBY ORDERED that Toni E. Williamson’s broker license be, and hereby is  
8 suspended until such time as Williamson submits to the Agency: 1) certification of successful  
9 completion of an alcohol treatment program; and 2) proof of satisfaction of any court imposed  
10 fines or judgments relating to the 2018 DUI Conviction. The suspension will be effective  
11 immediately once the order is signed by the Commissioner.

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IT IS SO STIPULATED:

IT IS SO ORDERED:

DocuSigned by:

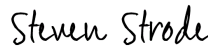


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TONI E. WILLIAMSON

Date 4/22/2022 | 5:44 PM PDT

DocuSigned by:



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STEVEN STRODE

Real Estate Commissioner

Date 5/3/2022 | 8:09 AM PDT

Date of Service: 05/03/2022





**REAL ESTATE BOARD  
REGULATION DIVISION REPORT  
June 6, 2022**

Regulation Division Manager: Elli Kataura

Compliance Specialists 3 (Compliance Coordinator): Rob Pierce, Meghan Lewis

Financial Investigators (Investigator-Auditor): Jeremy Brooks, 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**

A Compliance Coordinator will be retiring later this year, so the Agency worked to recruit a replacement prior to his departure for training and support. Megan Sachet-Rung will be starting with OREA on 6/1/2022.

**Workload and Activity Indicators**

<b><u>Average # in this status at the time</u></b>	<b><u>2018</u></b>	<b><u>2019</u></b>	<b><u>2020</u></b>	<b><u>2021</u></b>	<b><u>Current 3/9/22</u></b>
Complaint	16	22	23	20	16
Investigation***	38	44	95	42	25
(# of Investigators)	7*	6-7**	7	7	6
Admin Review	38	45	12	12	4
Settlement Process	50	46	18	8	4

\* One investigator on medical leave.

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

\*\*\*Pending queue retired in 2020. All cases are directly assigned to an investigator rather than being held in a pending status.

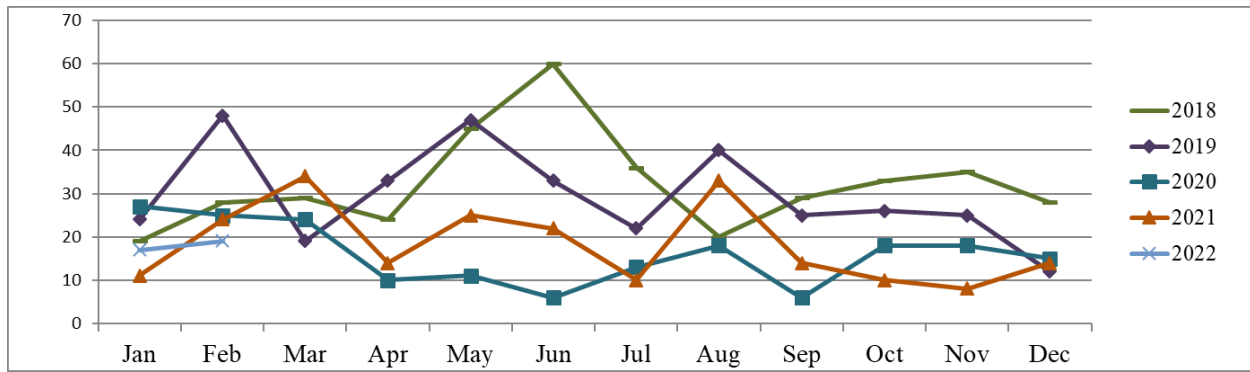
**Report to the Real Estate Board  
Land Development Division  
June 6<sup>th</sup>, 2022**

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 April the division has received 98 filings. This is well ahead of what we saw last year through the same timeframe (83). Filing volume so far this year is most similar to 2018, where we saw 100 filings thru the same timeframe.

**Rulemaking Update:**

The agency has completed the current rulemaking process.

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

**REAL ESTATE BOARD  
ADMINISTRATIVE SERVICES DIVISION REPORT  
June 6, 2022**

Administrative Services Manager: Mesheal Heyman

Accountant: Caty Karayel

Systems Administrator: Tiffani Miller

Program Analyst: Rus Putintsev

Operation & Policy Analyst: 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 March, our projected revenue for the 2021-2023 biennium was still **\$10.4 million**, with projected expenses were at **\$9 million**. Our cash balance estimate is **\$6.9 million**.

Revenue/Economic Outlook

The Agency has averaged a monthly surplus of **\$81,000** over the biennium.

For the end of April, we set a record of **25,347 licensees**. The monthly rates for both renewals and new licenses have remained steady this calendar year.

Office Update:

State offices officially reopen May 1. Most Agency staff members continue to work remotely.

Communications:

The Agency will be communicating the outcome of the lawsuit pertaining to the “love letter law.”

# Real Estate Agency - AY23

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

<b>Budget Codes</b>		<u>21-2023 LAB</u>	<u>Expected Total Expenditures for Biennium (current)</u>	<u>Expected Remaining Limitation at end of Biennium</u>
	<b>Total Personal Services</b>	<b>7,536,078</b>	<b>7,555,436</b>	<b>(19,358)</b>
<b>4100 &amp; 4125</b>	In-State Travel & Out-of-State Travel	103,008	18,125	84,883
<b>4150</b>	Employee Training	38,585	33,182	5,404
<b>4175</b>	Office Expenses	86,611	82,273	4,338
<b>4200</b>	Telecom/Tech Services & Support	67,400	74,754	<b>(7,354)</b>
<b>4225</b>	State Government Services	265,226	305,590	<b>(40,364)</b>
<b>4250</b>	Data Processing	113,997	85,906	28,091
<b>4275</b>	Publicity & Publications	38,297	7,477	30,820
<b>4300 &amp; 4315</b>	Professional Services & IT Professional Services	196,960	188,310	8,650
<b>4325</b>	Attorney General Legal Fees	284,277	293,876	<b>(9,599)</b>
<b>4375</b>	Employee Recruitment	8,081	250	7,831
<b>4400</b>	Dues & Subscriptions	9,987	6,681	3,306
<b>4425</b>	Facilities Rent & Taxes	265,559	254,789	10,770
<b>4475</b>	Facilities Maintenance	4,713	8,492	<b>(3,779)</b>
<b>4575</b>	Agency Program Related S&S	922,042	887,323	34,719
<b>4650</b>	Other Services & Supplies	92,287	178,810	<b>(86,523)</b>
<b>4700</b>	Expendable Property \$250-\$5000	30,401	1,500	28,901
<b>4715</b>	IT Expendable Property	169,980	49,923	120,057
	<b>Total Services &amp; Supplies</b>	<b>2,697,411</b>	<b>2,477,261</b>	<b>220,150</b>
	<b>Totals</b>	<b>10,233,489</b>	<b>10,032,697</b>	<b>200,792</b>

**REAL ESTATE BOARD  
 EDUCATION & LICENSING DIVISION REPORT  
 June 6, 2022**

Education & Licensing Manager: Madeline Alvarado  
Compliance Specialist: Tami Schemmel, Roger McComas  
Administrative Specialist: Elizabeth Hardwick, Nenah Darville, Kaely Salem

**Division Overview**

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

**Licensing Update**

New individual application types- Decreased by 15% from March to April.

License renewals- April renewers decreased by less than 2% compared to March renewers.

Phones- Phone calls for April decreased by 15% when compared to March’s counts. The average hold time for improved from an average of 45 seconds for the month of March to 33 seconds for April.

**Complaint Process Improvements**

- Average days to process complaints was 7 days for the month of April.
- Reduction of complaints open since February by 61%.

**Renewals**

- Escrow Renewals due by June 30<sup>th</sup>.
- Real Estate Marketing Renewals due by June 30<sup>th</sup>.

**Licensing & Education Policies & Procedures Manual**

- Completed the manual.

**Customer Service Key Performance Measure**

- Maintaining our high rated key performance measure.

**RBN Renewal**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b><u>Eligible to Renew</u></b>	418	333	347	342								
<b><u>Failed to Renew</u></b>	14	22	15	9								
<b><u>% Renewed</u></b>	97%	93%	96%	97%								

## Licensing Statistics

### *Total Licensee Counts by Month:*

<b>Individuals (Persons)</b>	<b>Mar-22</b>	<b>Apr-22</b>
<b>Broker – Total</b>	<b>17,974</b>	<b>17,993</b>
Active	16,127	16,165
Inactive	1,847	1,828
<b>Principal Broker - Total</b>	<b>6,391</b>	<b>6,377</b>
Active	6,000	5,992
Inactive	391	385
<b>ALL BROKERS Total</b>	<b>24,365</b>	<b>24,370</b>
Active	22,127	22,157
Inactive	2,238	2,213
<b>Property Manager - Total</b>	<b>958</b>	<b>956</b>
Active	847	845
Inactive	111	111
<b>MCC Salesperson</b>	<b>21</b>	<b>20</b>
<b>MCC Broker</b>	<b>1</b>	<b>1</b>
<b>TOTAL INDIVIDUALS</b>	<b>25,345</b>	<b>25,347</b>
Active	22,996	23,023
Inactive	2,349	2,324
<b>Facilities (Companies)</b>		
REMO	4	4
Registered Business Name (RBN)	3,803	3,807
Registered Branch Office (RBO)	804	805
Escrow Organization	75	77
Escrow Branch	150	150
Condominium Filing (CO)	243	254
Unit Owners Association	913	911
Pre-License Education Provider (PEP)	26	26
CEP	294	296
MCC Operator	25	25
<b>TOTAL FACILITIES</b>	<b>6,337</b>	<b>6,355</b>
<b>TOTAL INDIVIDUALS &amp; FACILITIES</b>	<b>31,682</b>	<b>31,702</b>

### *New Licenses by Month:*

<b>Individuals (Persons)</b>	<b>Mar-22</b>	<b>Apr-22</b>
Broker	229	192
Principal Broker	18	19
<b>TOTAL BROKERS</b>	<b>247</b>	<b>211</b>
Property Manager	10	7
MCC Salesperson	2	1
MCC Broker	0	0
<b>TOTAL INDIVIDUALS</b>	<b>259</b>	<b>219</b>
<b>Facilities (Companies)</b>		
Continuing Education Provider (CEP)	2	2
REMO	0	0
Registered Business Name	31	36
Registered Branch Office	7	8
Escrow Organization	1	2
Escrow Branch	1	0
Condominium Filing	0	0
Unit Owners Association	7	5
Pre-License Ed Provider	0	0
MCC Operator	0	0
<b>TOTAL FACILITIES</b>	<b>47</b>	<b>51</b>
<b>TOTAL INDIVIDUALS &amp; FACILITIES</b>	<b>306</b>	<b>270</b>

**Exam Statistics**

*April 2022*

*ALL LICENSING EXAMS*      Total

Broker	659
Property Manager	20
Principal Broker	54
Reactivation	10

**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	46
Broker National	72	70	68	67	67
Principal Broker State	59	51	53	57	51
Principal Broker National	77	69	63	55	62
Property Manager	67	64	58	66	71

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

<b>New Applications</b>													
	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Total</b>
<b>Brokers</b>	<b>398</b>	<b>336</b>	<b>412</b>	<b>318</b>									<b>1464</b>
<b>Principal Brokers</b>	<b>47</b>	<b>32</b>	<b>42</b>	<b>25</b>									<b>146</b>
<b>Property Managers</b>	<b>20</b>	<b>35</b>	<b>30</b>	<b>33</b>									<b>118</b>
<b>Total</b>	<b>465</b>	<b>403</b>	<b>484</b>	<b>376</b>									<b>1728</b>

<b>Renewal Activity</b>														
<b>Brokers</b>		<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Total</b>
<b>On Time</b>	Active	491	517	535	527									<b>2070</b>
	Inactive	49	40	36	36									<b>161</b>
<b>Late</b>	Active	44	42	60	50									<b>196</b>
	Inactive	13	10	6	13									<b>42</b>
<b>Lapse</b>		128	104	123	107									<b>462</b>
<b>Total</b>		<b>725</b>	<b>713</b>	<b>760</b>	<b>733</b>									<b>2931</b>

<b>Principal Brokers</b>		<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Total</b>
<b>On Time</b>	Active	221	238	230	232									<b>921</b>
	Inactive	9	8	7	8									<b>32</b>
<b>Late</b>	Active	11	10	13	13									<b>47</b>
	Inactive	2	1	4	1									<b>8</b>
<b>Lapse</b>		24	19	21	18									<b>82</b>
<b>Total</b>		<b>267</b>	<b>276</b>	<b>275</b>	<b>272</b>									<b>1090</b>



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

<b>Property Managers</b>		<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Total</b>
<b>On Time</b>	Active	28	26	25	16									<b>95</b>
	Inactive	2	3	1	0									<b>6</b>
<b>Late</b>	Active	3	3	1	3									<b>10</b>
	Inactive	1	0	0	1									<b>2</b>
<b>Lapse</b>		11	8	6	11									<b>36</b>
<b>Total</b>		<b>45</b>	<b>40</b>	<b>33</b>	<b>31</b>									<b>149</b>

<b>Grand Total (Brokers, Principal Brokers, Property Managers)</b>														
		<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Total</b>
<b>Total Eligible to Renew</b>		<b>1037</b>	<b>1029</b>	<b>1068</b>	<b>1036</b>									<b>4170</b>
<b>On Time</b>	Active	740	781	790	775									<b>3086</b>
	Inactive	60	51	44	44									<b>199</b>
<b>Late</b>	Active	58	55	74	66									<b>253</b>
	Inactive	16	11	10	15									<b>52</b>
<b>Total Renewed</b>		<b>874</b>	<b>898</b>	<b>918</b>	<b>900</b>									<b>3590</b>
<b>Lapse</b>		<b>163</b>	<b>131</b>	<b>150</b>	<b>136</b>									<b>580</b>

<b>% On Time</b>		<b>77.1%</b>	<b>80.9%</b>	<b>78.1%</b>	<b>79.1%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>78.8%</b>
<b>% Late</b>		<b>7.1%</b>	<b>6.4%</b>	<b>7.9%</b>	<b>7.8%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>7.3%</b>
<b>% Failed to Renew(Lapsed)</b>		<b>15.7%</b>	<b>12.7%</b>	<b>14.0%</b>	<b>13.1%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>%</b>	<b>13.9%</b>
<b>Total</b>		<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

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

<b>Renewal Activity</b>														
<b>Brokers</b>		<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Total</b>
<b>On Time</b>	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
<b>Late</b>	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
<b>Lapse</b>		123	101	120	121	113	102	110	86	116	102	115	93	1302
	<b>Total</b>	676	628	734	707	697	721	714	739	756	744	681	676	8473

<b>Principal Brokers</b>		<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Total</b>
<b>On Time</b>	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
<b>Late</b>	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
<b>Lapse</b>		25	18	19	28	32	23	23	17	19	16	16	21	257
	<b>Total</b>	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**

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

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

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

<b>Oregon Real Estate Agency Education &amp; Licensing Division Phone Counts</b>													
<b>(minutes: seconds)</b>	<b>Jan – 22</b>	<b>Feb – 22</b>	<b>Mar – 22</b>	<b>Apr – 22</b>	<b>May-22</b>	<b>Jun-22</b>	<b>Jul-22</b>	<b>Aug-22</b>	<b>Sep-22</b>	<b>Oct-22</b>	<b>Nov--22</b>	<b>Dec-22</b>	<b>2022 Average</b>
Call Count	1730	1520	1776	1510									1634
Average Wait Time	:33	:23	:45	:33									:34
Maximum Wait Time	0:20:37	0:12:03	0:26:17	0:13:25									0:18:05

<b>Oregon Real Estate Agency Education &amp; Licensing Division Phone Counts</b>													
<b>(minutes: seconds)</b>	<b>Jan – 21</b>	<b>Feb – 21</b>	<b>Mar – 21</b>	<b>Apr – 21</b>	<b>May-21</b>	<b>Jun-21</b>	<b>Jul-21</b>	<b>Aug-21</b>	<b>Sep-21</b>	<b>Oct-21</b>	<b>Nov--21</b>	<b>Dec-21</b>	<b>2021 Average</b>
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

<b>(minutes: seconds)</b>	<b>Jan – 20</b>	<b>Feb – 20</b>	<b>Mar – 20</b>	<b>Apr – 20</b>	<b>May-20</b>	<b>Jun-20</b>	<b>Jul-20</b>	<b>Aug-20</b>	<b>Sep-20</b>	<b>Oct-20</b>	<b>Nov--20</b>	<b>Dec-20</b>	<b>2020 Average</b>
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  
June 6, 2022**

Compliance Specialists 3 (Client Trust Account Coordinator): Liz Hayes  
Compliance Specialist 1: Jen Wetherbee

**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.

**Personnel**

Jen Wetherbee moved over to the Compliance Division May 1, 2022. A new Compliance II position was posted on May 5, 2022.

**Workload and Activity Indicators**

Our Clients’ Trust Account Review outcomes have shifted over the years. Between 2014 and 2018, most of our reviews closed “No Violation.” This resolution can be misleading; very few licensees have perfectly compliant records. We gave the “No Violation” rating to licensees who met compliance before closing the review. Beginning in 2019, we moved to issuing more Educational Letters of Advice for those who were non-compliant at the onset of our reviews.

The goal now is to balance educating and regulating our property managers and principal broker. Last month we introduced the “Resolved” rating to track those licensees who were out of compliance at the beginning of the review but met compliance within 30-days. “No Violations” will only be used for those licensees at or near compliance from the onset of the review.

	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
<b>ELOA</b>	0.8%	0.6%	1.0%	2.2%	10.3%	24.4%	46.3%	52.0%	35.3%
<b>No Violation</b>	95.4%	98.1%	97.5%	93.5%	87.4%	66.7%	49.7%	40.0%	41.2%
<b>Open Investigation</b>	3.8%	1.4%	1.5%	4.3%	2.3%	9.0%	4.0%	8.0%	11.8%
<b>Resolved</b>									11.8%