



ARKANSAS REAL ESTATE COMMISSION NEWSLETTER

Executive Director Comments

By Gary C. Isom, Executive Director

Governor Asa Hutchinson has appointed two new members to the Arkansas Real Estate Commission for three-year terms beginning January 2016. Commissioner Linda Prunty was appointed to one of our consumer positions while Commissioner Tony Moore was appointed as a representative from the real estate industry.

November 2016

Arkansas Real Estate Commission

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Members of the Commission

Lesia Ford, Chair
West Memphis

Doyle Yates, Vice Chair
Springdale

Monica Freeland
Mulberry

Tony Moore
Russellville

Linda Prunty
Jonesboro

Commission Staff

Gary C. Isom
Executive Director

Andrea S. Alford
Deputy Executive Director

Yvonne Halstead
AREC Supervisor



Linda Prunty has been employed with Barr Investments, Inc. for 30 years as the Regional Supervisor. Her expertise was subsidized housing until the owner decided to sell all of the HUD properties. She supervised apartments in Jonesboro and Hot Springs; Del City, Oklahoma; New Orleans and Shreveport, Louisiana; and Fort Worth, Tyler, and Longview, Texas.

She has held various positions before Barr Investments such as Grievance Officer/Secretary in Human Resources with the Jonesboro Human Development Center, Colson Casters, and Jonesboro Urban Renewal & Housing Authority.

Commissioner Prunty received the Volunteer of the Year Award from Midsouth Health System and several Certificates of Appreciation from various organizations and is a member of Jonesboro High School's graduating class of 1973. She is married to Louis and has 3 children: LaRon (Karon), Shalon (James) and Brittany. She has 3 bonus children Tonya, Jason (Monica) & Louana (Luke) and is the proud grandmother of 7 girls and 2 boys.



Tony Moore, Principal Broker of Moore & Company Realtors in Russellville, was sworn in by the Honorable Judge Gordon M. McCain at the Pope County Courthouse in Russellville on January 6, 2016.

Commissioner Moore holds the National Association of REALTORS® designations of Certified Residential Brokerage Manager, Certified Residential Specialist, Graduate of Realtor Institute, and is one of only four in Arkansas currently holding the title Accredited Land Consultant (ALC). He is also the recipient of 11 Diamond Awards from the Arkansas REALTORS® Association.

Being licensed as a Real Estate Instructor, Appraiser and a published author are just a few of the many accomplishments Commissioner Moore has achieved in his 31 years in the industry. He has served his community as President of the Russellville

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Kiwanis Club, member of the Chamber of Commerce, acted on numerous boards and committees throughout Russellville, and is a member and Sunday School teacher at Victory Missionary Baptist Church.

Commissioner Moore and his wife Rebecca, who has worked as Office Administrator and CFO for Moore and Company, reside in Russellville, Arkansas. When they are not working they enjoy hunting, fishing, traveling and spending time as a family. The Commission would like to extend our condolences to Commissioner and Mrs. Moore, along with their sons Caleb and Jacob, on the recent passing of their eldest son Joshua.

Commissioner Prunty replaced Sherman Tate of Little Rock. Commissioner Moore replaced Allen Trammell, also of Little Rock. AREC is grateful for the service of former Commissioners Tate and Trammell.

Executive Director Comments Continued...

Compliance with Commission Regulation 10.5 continues to be on the AREC radar. Real Estate advertising regulations were originally written in a manner to help ensure that consumers were well informed about the real estate licensees whose services they engaged. This is still the Commission's position on advertising from a regulatory perspective. Recent advertising trends have lost sight of that fact. AREC will be meeting with representatives from the industry to determine how to negate the de-emphasis of informational content for consumers brought on by agent-centric advertising.

AREC is extremely focused on the quality of your real estate education and is committing many resources in that direction. You'll find additional information below from AREC's Education and Instruction Specialist, Kortney Hinton. The only comment I'll make here is to request that you help us help you. When you observe a weakness in real estate education, let us know. We want to address it as much as many of you want us to.

"What's Going on in AREC Education?"
by D. Kortney Hinton

Mandatory Supervising Broker course

In the August Commission meeting, it was decided that all Executive and Principal Brokers would be required to take a 3-hour mandatory supervising broker continuing education course beginning the 2017 license year. This course is currently being developed by AREC staff and will cover hot topics including broker responsibilities, agency relationships and disclosure, and office policies and procedures.

Salesperson post-license course

The AREC is also updating the 18-hour Salesperson Post-license course in order to adapt to the ever-changing needs real estate agents daily face in the industry. Each module (Practical Applications of Agency and Disclosure, Real Estate Contracts, and From Contracts to Closing) has been thoroughly examined for efficiency and relevancy to ensure that agents, particularly agents within their first year of licensure, are receiving the highest quality information possible.

Roadshow

The AREC Roadshow sessions kicked off in May 2016 in Lowell. The series was born out of the intention of providing free education on topics that real estate licensees expressed were lacking in the industry. The first two rounds of the Roadshow covered Real Estate Contracts and Agency and showed up in nine locations across the state. Just a few of these cities include Jonesboro, Camden, Fort Smith, Monticello, Ozark, and Mountain Home. The AREC plans to host two more Roadshow sessions in the near future.

2017 RENEWAL AND CONTINUING EDUCATION

by Andrea S. Alford, Deputy Executive Director

I haven't gotten any speeding tickets or sunk any bass lures in my leg lately, so it's hard to know just how to approach this subject with all of you. For several years running now, I've had such solid real-life misfortunes to serve as openers that jumping right into the basics of renewing and maintaining your real estate licenses seems a bit...basic.

Maybe that's not such a bad thing. Life can get pretty complicated, after all. So let's walk this message back to the basics.

Please remember to renew your license for 2017 by December 31, 2016. If you fail to do so, your license will be expired. Those of you whose licenses are active at the time they expire will not be able to practice real estate, and you will be subject to a fine and citation should you choose to practice anyway.

Please also remember to complete and submit your continuing education (CE) for 2017 by December 31, 2016. If you fail to do so, your license will be placed on inactive status as of January 1. Those of you whose licenses are placed on inactive status for CE non-compliance will be subject to a fine and citation. Furthermore, inactive licensees may not practice real estate without placing themselves at risk of disciplinary action by the Commission.

The easiest, fastest and most secure way to renew your real estate license is online at www.arec.arkansas.gov. Checking your CE online is also quite simple. Follow these steps:

- 1) Go to www.arec.arkansas.gov
- 2) Click "Online Services"
- 3) Click "Real Estate Agent Roster Search"
- 4) Enter your name (last name first)
- 5) Click "Search"
- 6) If there is a "Yes" in the column titled "Upcoming CE Filed?" we have your CE. If there is a "No" in that column, we do not have your CE.

Please remember: as a licensee, it is your responsibility to make sure we have received proof of CE completion. If you have completed your CE but your CE has not been reported to AREC, simply secure a certificate and submit it to the AREC via mail, fax or email. As always, please don't hesitate to contact us with any questions.

Coming Soon . . . Important Dates for AREC

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| AREC Property Management Workshop..... | November 9, 2016 |
| November Commission Meeting and CE Regulation Public Hearing..... | November 14, 2016 |
| State Offices Closed for Thanksgiving..... | November 24-25, 2016 |
| December Commission Meeting..... | December 12, 2016 |
| State Offices Closed for Christmas..... | December 23 and 26, 2016 |
| Renewal and CE Deadline..... | December 31, 2016* |

*Renewals and CE certificates must be postmarked by December 31, 2016

You may register for the Property Management Workshop and view detailed agendas for our Commission Meetings at www.arec.arkansas.gov.

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Safety Education in Arkansas

by Andrea S. Alford, Deputy Executive Director

In our last newsletter, we explained several measures the AREC was undertaking to increase awareness of safety in the practice of real estate. We also promised that the Real Estate Commission intends to see that safety awareness becomes a permanent and key component of the practice of real estate in Arkansas. To that end, the AREC is seeking approval to modify the current continuing education requirement of six (6) hours annually to seven (7) hours annually, with one (1) classroom hour focusing on safety. Our intention is to help ensure that licensees and consumers have a safer real estate market in which to conduct business.

The public comment period regarding this change is open and will conclude at a Public Hearing at the Commission on November 14, 2016. The target effective date of this change is January 1, 2017, pending legislative approval. Visit the AREC website at www.arec.arkansas.gov for more details in the days to come.

Wait! Aren't we forgetting something?

You may have noticed this newsletter does not contain any Formal Hearing Decisions. Stay tuned for a special edition of the newsletter focused solely on Formal Hearings in the coming weeks!
