

NEW HAMPSHIRE REAL ESTATE COMMISSION

COMMISSION MEETING

MARCH 17, 2015

A meeting of the New Hampshire Real Estate Commission was held on Tuesday, March 17, 2015 at 8:30 a.m. in the Real Estate Commission Conference Room, 64 South Street, Concord, New Hampshire 03301.

I. Meeting was called to order at 8:35 a.m. by Chairman Daniel Jones.
Present: Commissioners Daniel Jones, David Dunn, William Barry, Calley Milne, and Paul Lipnick.

II. On motion by Commissioner Dunn, seconded by Commissioner Milne, the Commission approved the Minutes of the Commission meeting held on January 20, 2015.

On motion by Commissioner Dunn, seconded by Commissioner Milne, the Commission approved the Minutes of the Commission meeting held on February 17, 2015. Commissioner Barry abstained from the decision.

III. **APPOINTMENTS**
8:55 a.m. Show Cause Hearing – BRENDAN WARD appeared before the Commission for a show cause hearing regarding his criminal history record submitted with his application for an original salesperson's license. After review and discussion, the Commission, on motion by Commissioner Dunn, seconded by Commissioner Lipnick, decided to allow Mr. Ward to apply for his original salesperson's license.

IV. **DISCUSSION**
RSA 331-A:22-a Practice by Brokers of Other Jurisdictions. The Commission, on motion by Commissioner Dunn, seconded by Commissioner Milne, decided to form a committee to study the need for and potentially formulate a proposed amendment to RSA 331-A:22-a.

V. **ADJOURNMENT**
The Commission adjourned the meeting at 9:05 a.m. and reconvened the meeting at 10:31 a.m.

VI. **HEARING 10:32 AM**
FILE NO. 2014-054 NEW HAMPSHIRE REAL ESTATE COMMISSION VS ERIC J. HALL & NATHANIEL J. ROXO & ANTONIO F. ROXO

The following persons were present at the hearing:

Commission: Commissioners Daniel Jones, David Dunn, William Barry, and Calley Milne.

Evaluator: Commissioner Lipnick evaluated the above matter and abstained from participation in the discussion.

Complainant: The NH Real Estate Commission through its Executive Director Beth Edes

Attorney: Pro Se

Respondents: Eric J. Hall
Nathaniel J. Roxo
Antonio F. Roxo

Attorney: Pro Se

Witnesses: None

VII. **OTHER BUSINESS**

1. The Commission unanimously approved the following date for the April meeting:

April 21, 2015 at 8:30 a.m.

2. CASE EVALUATIONS

(a) FILE NO. 2014-043

Evaluator: Commissioner Barry

Determination: On motion by Commissioner Dunn, seconded by Commissioner Milne, the Commission approved the evaluating commissioner's determination of no violation, no hearing necessary.

(b) FILE NO. 2014-059

Evaluator: Commissioner Jones

Determination: On motion by Commissioner Dunn, seconded by Commissioner Barry, the Commission approved the evaluating commissioner's determination of no violation, no hearing necessary.

(c) FILE NO. 2014-060

Evaluator: Commissioner Milne

Determination: On motion by Commissioner Dunn, seconded by Commissioner Barry, the Commission approved the evaluating commissioner's determination that the matter should be heard, hearing to be scheduled.

(d) FILE NO. 2014-063

Evaluator: Commissioner Barry

Determination: On motion by Commissioner Dunn, seconded by Commissioner Milne, the Commission approved the evaluating commissioner's determination that the matter

should be heard, hearing to be scheduled.

(e) FILE NO. 2015-001

Evaluator: Commissioner Barry

Determination: On motion by Commissioner Milne, seconded by Commissioner Lipnick, the Commission approved the evaluating commissioner's determination of no violation, no hearing necessary.

(f) FILE NO. 2015-002

Evaluator: Commissioner Barry

Determination: On motion by Commissioner Dunn, seconded by Commissioner Milne, the Commission approved the evaluating commissioner's determination to offer the Respondent a Settlement Agreement in the alternative to a hearing.

(g) FILE NO. 2014-056

Evaluator: Commissioner Jones

Determination: On motion by Commissioner Barry, seconded by Commissioner Dunn, the Commission approved the evaluating commissioner's determination upon re-evaluation of the complaint of no violation, no hearing necessary.

4. COURSE ACCREDITATIONS AND RE-ACCREDITATIONS

The following continuing education courses were approved for accreditation by the Commission:

DO'S AND DON'TS OF RESPA	3 HOURS
Course Provider: Kathy Roosa School of Real Estate	
REAL ESTATE INVESTING: BEYOND THE BASICS (Internet)	4 HOURS
Course Provider: McKissock, LP	
REAL ESTATE ADVERTISING & COMPLIANCE	2 HOURS
Course Provider: ABC Real Estate Training Institute	
FINANCING THE AMERICAN DREAM – USDA LOAN PROGRAM	1 ½ HOURS
Course Provider: Lynette Kaichen	

FINANCING THE AMERICAN DREAM – VA LOAN PROGRAM 1 ½ HOURS
Course Provider: Lynette Kaichen

INTEGRATED MORTGAGE DISCLOSURES BASICS FOR REAL ESTATE PROFESSIONALS 2 HOURS
Course Provider: First American Title Insurance Company

A REVIEW OF THE REGULATORY ENVIRONMENT AND OVERVIEW OF CURRENT CHANGES AFFECTING REAL ESTATE SETTLEMENT AND LENDING 2 HOURS
Course Provider: Chicago Title Insurance Company

INSPECTING, APPRAISING, AND MANAGING REAL ESTATE 6 HOURS
Course Provider: NH Association of Realtors

The following continuing education courses were approved for re-accreditation by the Commission upon appropriate review by the Executive Director:

ANALYSIS OF FIRST TIME HOMEBUYER PROGRAMS 3 HOURS
Course Provider: Residential Mortgage Services, Inc.

IMPACT OF CREDIT ON THE BUYING PROCESS 3 HOURS
Course Provider: Residential Mortgage Services, Inc.

COMPREHENSIVE FHA PURCHASE AND REHABILITATION FINANCING 3 HOURS
Course Provider: Residential Mortgage Services, Inc.

CORE 3 HOURS
Course Provider: Neal Barrett

AGENCY IN NEW HAMPSHIRE 3 HOURS
Course Provider: Neal Barrett

INTRODUCTION TO COMMERCIAL LEASING 3 HOURS
Course Provider: Neal Barrett

FUNDAMENTALS OF COMMERCIAL REAL ESTATE 3 HOURS
Course Provider: Neal Barrett

BUYER AGENCY VS FACILITATOR 3 HOURS
Course Provider: Neal Barrett

PLANNING, ZONING & OTHER LAND USE ISSUES Course Provider: Neal Barrett	3 HOURS
CODE OF ETHICS Course Provider: Neal Barrett	3 HOURS
10 ESSENTIAL TOPICS IN REAL ESTATE Course Provider: Neal Barrett	3 HOURS
AGENCY & BROKERAGE IN THE NEXT DECADE Course Provider: Neal Barrett	3 HOURS
UNDERSTANDING THE PURCHASE & SALES AGREEMENT Course Provider: Neal Barrett	3 HOURS
WEB RESOURCES FOR REAL ESTATE AGENTS Course Provider: Neal Barrett	3 HOURS
RECENT CHANGES TO NH LICENSING LAWS & RULES Course Provider: Neal Barrett	1 HOUR
WE'VE GOT THE REASONS TO GO NEW HAMPSHIRE HOUSING Course Provider: NH Housing Finance Authority	1 HOUR
REGENCY MORTGAGE CORPORATION Course Provider: Regency Mortgage Corporation	3 HOURS
PRICING ANALYSIS, STRATEGIES & SYSTEMS FOR TODAY'S SELLER CLIENTS Course Provider: Anita Hill	2 HOURS
BROKERAGE RELATIONSHIPS Course Provider: Anita Hill	2 HOURS
I WON'T DO THAT AGAIN! Course Provider: Kathy Roosa School of Real Estate	2 AND 3 HOURS
REAL ESTATE JEOPARDY III Course Provider: Kathy Roosa School of Real Estate	2 AND 3 HOURS
WHAT'S HAPPENING IN THE COURTS? Course Provider: Kathy Roosa School of Real Estate	2 AND 3 HOURS

AGENCY IN THE TRENCHES Course Provider: Monika McGillicuddy	3 HOURS
BROKERAGE RELATIONSHIP DISCLOSURE Course Provider: Monika McGillicuddy	3 HOURS
REALTOR PROFESSIONAL GUIDELINES Course Provider: Monika McGillicuddy	3 HOURS
ENVIRONMENTAL ISSUES IN YOUR REAL ESTATE PRACTICE V5.0 (Internet) Course Provider: Dearborn Real Estate Education	3 HOURS
FAIR HOUSING V4.0 (Internet) Course Provider: Dearborn Real Estate Education	3 HOURS
INTRODUCTION TO COMMERCIAL REAL ESTATE SALES V4.0 (Internet) Course Provider: Dearborn Real Estate Education	3 HOURS
PROPERTY MANAGEMENT AND MANAGING RISK V4.0 (Internet) Course Provider: Dearborn Real Estate Education	3 HOURS
REAL ESTATE FINANCE TODAY V7.0 (Internet) Course Provider: Dearborn Real Estate Education	3 HOURS
RED FLAGS: PROPERTY INSPECTION GUIDE V4.5 (Internet) Course Provider: Dearborn Real Estate Education	3 HOURS
RISK MANAGEMENT V4.0 (Internet) Course Provider: Dearborn Real Estate Education	3 HOURS
KNOW THE FLOW: HOW A CONTRACT BECOMES A CLOSING Course Provider: Todd Parker	3 HOURS
THE NEW DOCS ARE COMING! CHANGING CLOSING FORMS AND HOW THEY GOT HERE Course Provider: Todd Parker	3 HOURS
INTRODUCTION TO MOLD & MOLD REMEDIATION Course Provider: JP Pest Services	1 HOUR

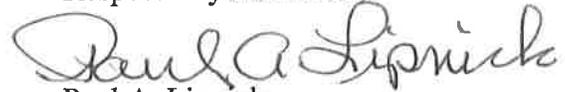
6. RULEMAKING – After review and discussion, the Commission, on motion by Commissioner Dunn, seconded by Commissioner Milne approved proposed administrative rule changes to the follow rules and requested the Executive Director to enter the rule proposals into the formal administrative rulemaking process:

Rea 204.01, 204.03, 204.04, 204.06, 205.16, 206.01, 206.02, 301.01, 301.02, 301.03, 302.01, 303.05, 401.01, 403.01, and 404.03.

VIII. **ADJOURNMENT**

On a motion by Commissioner Dunn, seconded by Commissioner Milne, Chairman Daniel Jones adjourned the meeting at 12:35 p.m.

Respectfully submitted,

A handwritten signature in cursive script that reads "Paul A. Lipnick".

Paul A. Lipnick
Clerk