



Oregon

Theodore R. Kulongoski, Governor

Real Estate Agency

1177 Center St NE

Salem, OR 97301-2505

Phone: (503) 378-4170

Regulations Fax: (503) 373-7153

Admin. Fax: (503) 378-2491

Licensing Fax: (503) 378-3256

www.rea.state.or.us

AGENDA ITEM NO.

I. D.

Notice of Agenda

OREGON REAL ESTATE BOARD

Regular Meeting Agenda

Monday, August 2, 2010

Wallowa County Board of Realtors

Wallowa Mountain Properties/TOMA Bldg.

309 South River Street

Enterprise, OR 97828

NOTE: *The board plans to meet from 10 a.m. until 1:30 p.m., including a "working lunch" period.*

I. BOARD BUSINESS

- A. Call to Order
- B. Roll Call
- C. Self introduction of board members
- D. Approval of the Agenda and Order of Business
- E. Approval of June 7, 2010, regular meeting minutes
- F. Date of the Next Meeting: October 4, 2010 at 10am at the Florence Events Center, 715 Quince Street, Florence, Oregon 97439.

II. PUBLIC COMMENT

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

- A. Waiver request log
- B. Christina Hartzell-Behrndt requests experience requirements waiver for a principal broker license. (provided in packet)



IV. PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER

- A. William Barlow petitions to qualify as a continuing education provider (provided in packet)
- B. Diane Peterson petitions to qualify as a continuing education provider (provided in packet)

V. BOARD ADVICE/ACTION

- A. Investigation update

VI. COMMUNICATIONS – Administrative Actions Summary

VII. OREGON REAL ESTATE NEWS JOURNAL-Commissioner Gene Bentley. Kim Medford to submit an article for September issue.

VIII. REPORTS

- A. Chair Kegler
- B. Commissioner Gene Bentley
 - 1. Education Council
 - 2. Precedent receivership
- C. Agency division reports-Deputy Commissioner Dean Owens
 - 1. Regulation Division – Selina Barnes
 - 2. Licensing Division – Laurie Hall
 - 3. Education Division – Stacey Harrison
 - 1. PowerPoint Presentation
 - 4. Land Development Division – Laurie Skillman
 - 5. Administration/Information Systems Division – Erica Kleiner
 - 6. Information Technology Division-Greg DeMaderios

IX. ANNOUNCEMENTS - Date of Next meeting: October 4, 2010 at 10am at the Florence Events Center, 715 Quince Street, Florence, Oregon 97439.

X. ADJOURNMENT

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



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**AGENDA ITEM NO.
I. E.**

State of Oregon Real Estate Agency

REAL ESTATE BOARD

**Regular Meeting Minutes
June 7, 2010**

MEMBERS PRESENT:

Art Kegler, Chair
Byron Hendricks, Vice-Chair
Warren (Lee) Dunn
George Slape
Kimberly Medford
Marcia Edwards
Robert LeFeber
Joann Hansen

STAFF PRESENT:

Gene Bentley, Commissioner
Dean Owens, Deputy Commissioner
Selina Barnes, Regulations Division Manager
Stacey Harrison, Education Division Manager
Laure Hall, Licensing Division Manager
Laure Skillman, Land Development Manager
Leandra Soto, Board Liaison

GUESTS PRESENT:

Lester Friedeman, COAR Coldwell Banker Morris RE
Jason Boone, Duke Warner Realty
Wendy Adkisson, Coldwell Banker Morris RE
Cynthia Kimball, John L. Scott
Paul Carter, Duke Warner Realty
Andrea Phelps, Windemere
Steve Smiley, Sothebys
John Wallace, Oregon Association of Realtors
Virginia Runge, COAR-Jeff. Co.
Dave Feagons, Alpine Real Estate, LLC
Barbara Zrumweide, BJK Real Estate
Dannie Walker, KOZAK Company
Mike Kozak, KOZAK Company



INTRODUCTION OF NEW BOARD MEMBERS/Commissioner Bentley. Chair Kegler called meeting to order.

I. BOARD BUSINESS

- A. Called to Order.** Chair Kegler called meeting to Order at 10am.
- B. Roll Call.** All members were present.
- C. Self introduction of board members.** Mr. Kegler asked each of the board members to introduce themselves.
- D. Approval of Agenda and Order of Business.** The Agenda and Order of Business was approved as submitted.
- E. Approval of April 5 2010, regular meeting minutes.** The April 5, 2010 regular meeting minutes were approved as submitted.
- F. Date of the Next Meeting:** August 2, 2010 in Enterprise, Oregon, hosted by the Wallowa County Board of Realtors.

II. PUBLIC COMMENT. Mike Hoover, Windermere/Central Oregon Real Estate appeared before the board with a concern about property management and a problem in his community. He has been told since becoming licensed in 1972 that the Agency is a consumer protection agency but does not believe the Agency is protecting the consumer when it comes to property management. There have been six cases in Central Oregon since 1987 with three in the last two years. He was approached by a licensee last July who said that embezzlement was occurring by an owner and wanted to know what to do. The licensee had approached an attorney and was told to report it to the Agency. The attorney said that they wanted to talk to the district attorney first, to perhaps work something out ahead of time. There was a huge delay between the first reporting and the report that went to the district attorney's office. There appeared to be no protection for the public. The Agency wrote up a report of the wrongdoing (embezzlement) but could not do anything. They could not force the DA to do anything or the police department to start an investigation because the DA's office said they would not do anything until the police did an investigation. Hundreds of thousands of dollars were taken from the public and it is not right the Agency cannot do anything about it. Perhaps we need to do something legislatively that starts protecting the public. Mr. Hoover reported he runs a very large property management firm and it is possible to run it inside the rules, without embezzlement.

Chair Kegler thanked Mr. Hoover for his comments. As announced, earlier the board will not make a decision at this meeting. Byron Hendricks asked Mr. Hoover for his thoughts on what this board should do to improve on these types of situations. Mr. Hoover responded that he had not given the solution enough thought yet but is willing to participate on a group or panel if that is the way to approach the issue. Being between sessions, if we want to do something legislatively, we need to address it this year to have it in the legislature next year. He is unsure whether action should come from the board, from the Agency, or from the Oregon Association of Realtors® but there should be some sort of joint work session. Mr. Hendricks asked if the industry would support a requirement for bonding for people with trust accounts. Mr. Hoover responded that there are two issues. One is the licensee and sanctions that do not seem to help solve the problem if someone decides to steal money. Secondly, is there a way to license to a higher level so that you get people who cannot do that, or do you create some sort of law school, whether it is on an insurance policy or by a collective? He had not reviewed what has been discussed the last couple of years so does not know if there is a tendency one way or another. Nearly every other business, including attorneys, need to have some level of bonding,

so why not? You either have to have the law school or you have to be able to control the quality of the people. Mr. Hendricks suggested that this is an industry issue rather than an Agency issue. If we ask for bonding for property managers or people holding trusts, that requirement will apply to each one equally.

Chris Hermanski commented that he is an advocate of education and has worked with the Agency over the years in crafting rules to strengthen things so we can stay in business but also attempt to professionalize and "raise the bar" for people doing property management. He agreed with Mr. Hoover that quicker activity is needed on the criminal side when people have crossed the line and are stealing money. Unfortunately, in our industry it can happen very quickly because of the trust that we are held to. Mr. Hermanski asked if it was a licensee that was a property manager, or a broker. Mr. Hoover responded that it was a licensee who was a property manager for an owner. It was the owner who stole and embezzled. Commissioner Bentley reported that the person did not have a property manager license but a broker license. He explained that there are three basic licenses: the broker license, which is the entry level license to be able to do brokerage activity; a principal broker license that requires a minimum of three years experience in the business; and a property manager license which allows people to do only property management. People who have broker and principal broker licenses can also do property management. In this particular case this person was a principal broker and so had the highest level of license that the Agency offers. That licensee was not the person taking the money but an owner of that entity who is allowed to do so, who was also unlicensed and outside of our area of control. They were working for the principal broker. Mr. Hermanski continued that we have been trying to "raise the bar" on the property manager licensees by providing more education and mentoring before they can go out on their own.

Mr. Hoover replied that he appreciated all the discussion. If there is going to be "push back" in terms of creating law schools or something similar, the issue is how the authority is granted to the Real Estate Agency to be able to go to law enforcement or the DA's office to make something happen promptly. Joann Hansen reported on a similar case in her county, but the difference was that the person who was working for the broker who embezzled. The Agency was contacted and within a day the Agency was auditing books and records. Within two weeks that individual was arrested and indicted. The broker had real estate business insurance that included property management. Lee Dunn asked Mr. Hoover if he thinks it would make any difference if, in order to run a property management company and own that company, that a license should be required. That would give the Agency full authority to take action. Mr. Hoover responded that he did not personally think so. It is a step that may well happen but it would not solve the problem if somebody is going to figure out a way to steal.

Mr. Dunn added that if people were licensed we would have people who knew what they were doing and had some liability. Then if the Agency investigates fully and finds that someone has done something criminal then that information can be turned over to the prosecutor, but if they are not licensed it is pretty hard to complete an investigation. Commissioner Bentley added that the Agency has investigated unlicensed activity quite frequently, both on the brokerage side and occasionally on the property management side. Our rules require that you must have a licensee that is a broker or is a property manager. When we get a complaint that complaint goes to a manager who reaches out to the licensee the complaint is against to obtain that side of the situation before making a decision whether or not to move forward with an investigation. If it is in an area of law for which we have responsibility and there is even a hint that it might be in that area, we will conduct an investigation. Once that investigation is completed and written

up, it goes to the manager of the regulations division who will review it and make a determination on what kind of activity needs to move forward. We then issue that individual a notice of our intent and what we are planning to do if we are going to sanction that person. They have a legal right to challenge and we need to work our way through the process. That does take time. If we determine there is an issue and we have concluded that process, we can notify the authorities if there is theft or some sort of criminal activity. We are a licensing agency and do not have the authority to force any criminal entity to take any action. We can notify them and then the ball is in their court. Mr. Hoover feels we should have the authority to force some entity to do that.

Chair Kegler advised that he intended to gather enough information so the issue can be addressed at the next board meeting. Ms. Soto was asked to summarize the discussion during the next week or so and send information to the board members to look at it. Mr. Hoover is requesting that the Agency be empowered to enforce the law wherein at this point we are a licensing agency.

III. REQUESTS FOR WAIVERS-Waiver request log. (no changes). Chair Kegler explained the process involved to request a waiver from experience requirements.

IV. BOARD ADVICE/ACTION

A. Senate Bill 640 Law and Rule Update Course/Stacey Harrison (handout provided in packet). Ms. Harrison summarized the handout provided and respectfully asked that the Board approve the Senate Bill 640 Law and Rule Update Course. Marcia Edwards suggested that access to trends over the last two years be included in the course. Ms. Harrison responded that providers should look at topics and go through recent cases and find pattern from administrative actions. Byron Hendricks suggested that trends would assist in providing the best education available. Commissioner Bentley clarified that the Board has the authority to approve or disapprove the course.

MOTION TO AMEND THE LAW AND RULE REQUIRED COURSE "LARRC" EFFECTIVE JULY 1, 2010 TO DECEMBER 31, 2011 TO REFLECT REVIEW OF ADMINISTRATIVE ACTIONS CITED IN OREN-J UNDER ADDITIONAL COURSE TOPICS BY MARICA EDWARDS.

MOTION CARRIED BY UNANIMOUS VOTE

MOTION TO APPROVE THE LAW AND RULE REQUIRED COURSE "LARRC" EFFECTIVE JULY 1, 2010 TO DECEMBER 31, 2011 AS AMENDED BY BYRON HENDRICKS

MOTION CARRIED BY UNANIMOUS VOTE

B. New test provider, RFP testing service, begins July 1, 2011/Erica Kleiner. Ms. Kleiner reviewed a PowerPoint presentation (Exhibit A)

MOTION TO RECOMMEND THE FORMATION OF A COMMITTEE COMPRISED OF BOTH AGENCY STAFF AND BOARD MEMBERS TO DETERMINE THE PROCESS FOR THE RESEARCH REVIEW AND IMPLEMENTATION OF AN EXAMINATION PROVIDER/ADMINISTRATOR.

V. COMMUNICATIONS – ADMINISTRATIVE ACTIONS SUMMARY

VI. OREGON REAL ESTATE NEWS JOURNAL-Chair Kegler. Bob LeFieber to submit article for June issue and Kim Medford to submit article for September issue.

VII. REPORTS

A. Chair Kegler.

B. **Commissioner Gene Bentley.** Commissioner Bentley reported that the testing process is in progress at this time. He also stated that a number of work groups met to discuss six housekeeping items. The Agency had the opportunity to meet with other agencies regarding Senate Bill 2191. Oregon Real Estate Agency will have information in FAQs on the website. The educational advisory groups will include people with education knowledge and will be advisory in nature only. Commissioner Bentley introduced the new Chief Executive Office for Oregon Association of Realtors, John Wallace.

C. **Agency division reports-Deputy Commissioner Dean Owens (reports provided in packet)**

1. **Regulation Division-Selina Barnes.** Ms. Barnes stated the Regulation Division has turned over the client trust account mail in audits to Education Division. Ms. Barnes also reported that escrow functions have been moved from the Regulation Division to the Licensing Division. Ms. Barnes reviewed the statistics provided in the handout.

2. **Licensing Division-Laurie Hall.** Ms. Hall reviewed the statistics provided in the handout. Ms. Hall stated that staff is trying to direct all licensees to the website for resources and information.

3. **Education Division-Stacey Harrison.** Ms. Harrison reviewed the statistics provided in the handout and stated that the Education Division is responsible for implementing Senate Bill 640 changes. Ms. Harrison also reported that the last paper issue of the OREN-J will be going out in a few weeks and will go live in September and the subscription link is now available on the Oregon Real Estate Agency website.

a. **PowerPoint Presentation re: Changes resulting from SB640.** Ms. Harrison presented PowerPoint presentation.

4. **Land Development Division-Laurie Skillman.** Ms. Skillman reviewed the statistics provided in the handout and stated that things have not changed much in the Land Development Division. Ms. Skillman also state that the tracking is also maintaining. Ms. Skillman stated that the Agency is a part of the ARELLO timeshare registry which is a new program for very big timeshare companies to file electronically.

5. **Administration/Information Systems Division-Erica Kleiner.** Ms, Kleiner reviewed the statistics provided in the handout. She stated that both printing and postage costs will go down significantly due to the OREN-J going live in September. Ms. Kleiner reported the procurement projects the Agency is currently involved in are progressing in timely manner.

6. **Information Technology Division-Dean Owens.** Mr. Owens explained that the Agency is constantly tested and audited by outside entities and the Information Technology Division well surpasses the expectations by constantly making sure our security is not breached.

- a. **Licensing update.** Mr. Owens explained that Agency is reviewing proposals received to date and a full report will be given at next board meeting.

VIII. ANNOUNCEMENTS-Next meeting: August 2, 2010 in Enterprise, Oregon will be hosted by the Wallowa County Board of Realtors.

IX. ADJOURNMENT

DRAFT

2010			
2/1/10	White, James J.	PB	Approved
4/5/10	NONE		
6/7/10	NONE		
8/2/10	Hartzell-Behrndt, Christina	PB	
<p>FACTS: Active broker since 4/18/07; partner in a real estate investment firm in Washington from 11/05-3/08; loan manager for Wlshire Credit Corporation from 1/03-10/05. DISCUSSION: Mr. White stated that he has been a broker for 2 ½ years with approximately 15 years experience in the real estate industry. He explained that once his contract with current firm closes, he intends to open his own firm. Mr. White requested a 2 ½ month waiver. Mr. White was asked to clarify his timeline and he responded that his request is based on a timeline from a consumer perspective. He also stated that he intends to supervise at some point. Mr. White was asked if he had completed the BASS course and he responded that he had.</p> <p>FACTS: Active broker in Oregon since 7/7/10 and in Washington since 1/8/10. She's been managing her own investment properties since 2001. She started 2 companies in 2004, which she runs by herself; one to manage her properties and one to handle land development. Her office management experience includes 19 years in the dental field, during which time she helped open 3 dental offices, hiring and training staff, creating policies and procedures and managing staff.</p>			

**Oregon Real Estate Board
Experience Requirement Waiver Request
Agency Synopsis**

For consideration at Board meeting on August 2, 2010

Applicant:	CHRISTINA HARTZELL-BEHRNDT License (or Permanent ID) # 201005133
Requesting:	<input checked="" type="checkbox"/> Principal Broker
Current License Status:	Active Broker
Active Licensed Time:	7/7/10-present (Total active time as of 8/2/10: 3 wks, 5 days) Washington: 1/8/10-present (Total active time as of 8/2/10: 6 mos, 25 days)
Education Completed:	<input checked="" type="checkbox"/> 150 hours pre-licensing <input checked="" type="checkbox"/> BASS course
Examination Completed:	<input checked="" type="checkbox"/> Broker state & national exams
Previous Request/Appearance:	None
Any Disciplinary Action Taken by Agency:	None
Amount of Time Remaining to Meet 3 Year Requirement:	2 years, 5 mos



PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER

6/2010

AGENDA ITEM NO. IV. A.

Real Estate Agency, Center Street NE, Salem OR 97301, 503-378-4170

REAL ESTATE AGENCY SALEM, OREGON www.rea.state.or.us

INSTRUCTIONS

To petition the Real Estate Board for approval of qualifications to become an applicant for certification as a continuing education provider, the petitioner must complete this form and submit it to the Agency at least 21 days before the next scheduled Board meeting at which the applicant wishes the Board to act. OAR 863-020-0025

IMPORTANT: Petitioners will need to appear before the Board. Once the Agency receives this completed petition, a letter will be sent to the petitioner with the date of the Board meeting the petitioner will need to attend.

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

Date JULY 1, 2010

PETITIONER

Name WILLIAM E. BARLOW Phone Number 541-929-8111 desk 541-609-8777 cell

Physical Address 607 N. 11th St. Address Cont. -

City PHILOMATH State OR Zip Code 97370 County BENTON

E-mail caed@comcast.net Website Address -

Mailing Address (if different) P.O. Box 2023 Address Cont. -

City CORVALLIS State OR Zip Code 97339 County BENTON

AUTHORIZED CONTACT PERSON

Prefix First Name WILLIAM Last Name BARLOW

Phone Number 541-609-8777 E-mail caed@comcast.net

AGENCY USE ONLY

Date Received Approved by Board YES NO

Review Date Approval Date

Continue on page 2

PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER, Continued

BASIS FOR QUALIFICATION

Describe below your qualifications for becoming a continuing education provider. You must explain how your qualifications are substantially similar to the qualifications for continuing education provider applicants under OAR 863-020-0020(1). Attach additional pages if necessary.

PLEASE SEE ATTACHED TYPED WRITTEN BASIS FOR QUALIFICATIONS.

NOTE: MY LICENSE IS CURRENTLY INACTIVE.

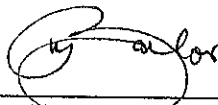
AUTHORIZATION

I hereby certify that I am authorized to submit this form on behalf of the petitioner and that the information is true and accurate, to the best of my knowledge.

WILLIAM E. BARLOW

Date JULY 1, 2010

Printed Name of Authorized Individual



Signature of Authorized Individual

William E. Barlow, M.S., P.E.
Real Estate Broker

P.O. Box 2023
Corvallis, OR 97339
caed@comcast.net

(541) 929-8111 desk & (541) 609-8777 cell.

July 1, 2010

Petition to Qualify as a Continuing Education Provider

BASIS FOR QUALIFICATION

To qualify as a continuing education provider I have achieved a number of qualifications. I became licensed in real estate in Oregon in 1984. I was awarded a Master of Science degree in Education with a major in Information Technology from Western Oregon University. The thesis I wrote is titled, "Information Technology Guidelines for Distance Education". As part of the thesis I wrote computer code to run a web site for distance education users. The web site included text from the Oregon Real Estate Manual. The user would read the text and then be presented with twelve multiple-choice questions. The user would answer the questions and the test would be scored. The questions would be randomized for each user of the test.

To further qualify as an education provider, I have held faculty positions with the rank of instructor at Oregon State University and Linn-Benton and Lane Community College. As part of my responsibilities as an instructor I have prepared and delivered class room led instruction using, Syllabi, PowerPoint course content, handouts to supplement textbook content, and I have evaluated student learning by using designed tests.

The broad education I have adds to my qualifications. In recognition of my education I have been awarded the following degrees from the named schools:

Associate of Science: Liberal Arts (Portland Community College)

Associate of Science: Computer Science (Portland Community College)

Bachelor of Science: General Studies (Portland State University)

Bachelor of Science: Psychology (Portland State University)

Bachelor of Science: Science (Portland State University)

Bachelor of Science: Social Science (Portland State University)

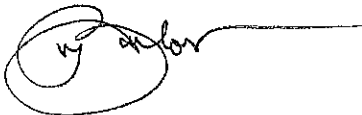
Bachelor of Science: Civil Engineering (Portland State University)

Master of Science: Education: Information Technology (Western Oregon University)

My real estate license preparation was completed at Portland Community College. My knowledge of real estate is supplemented by being licensed in Oregon as a professional civil engineer.

If you have any questions, please feel free to contact me.

Would please approve my petition for certification as a continuing education provider?





PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER

6/2010

REA
SALEM, OREGON

AGENDA ITEM NO. IV. B.

State Agency
1000 NE Oregon Street
Portland, OR 97301
503-378-4170
www.rea.state.or.us

INSTRUCTIONS

To petition the Real Estate Board for approval of qualifications to become an applicant for certification as a continuing education provider, the petitioner must complete this form and submit it to the Agency at least 21 days before the next scheduled Board meeting at which the applicant wishes the Board to act. OAR 863-020-0025

IMPORTANT: Petitioners will need to appear before the Board. Once the Agency receives this completed petition, a letter will be sent to the petitioner with the date of the Board meeting the petitioner will need to attend.

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

Date July 10, 2010

PETITIONER

Name Diane Peterson Seminars Phone Number (503) 310-0233

Physical Address 15535 NW Par Ct. Address Cont. _____

City Portland State OR Zip Code 97229 County Washington

E-mail diane@dpseminars.com Website Address www.dpseminars.com

Mailing Address (if different) _____ Address Cont. _____

City _____ State _____ Zip Code _____ County _____

AUTHORIZED CONTACT PERSON

Prefix Mrs. First Name S. Diane Last Name Peterson

Phone Number (503) 310-0233 E-mail diane@dpseminars.com

AGENCY USE ONLY

Date Received _____ Approved by Board YES NO

Review Date _____ Approval Date _____

Continue on page 2

PETITION TO QUALIFY AS A CONTINUING EDUCATION PROVIDER, Continued

BASIS FOR QUALIFICATION

Describe below your qualifications for becoming a continuing education provider. You must explain how your qualifications are substantially similar to the qualifications for continuing education provider applicants under OAR 863-020-0020(1). Attach additional pages if necessary.

It has been my privilege to be a licensee in the State of Oregon since 1978. Prior to getting into real estate, I was a junior and senior high school math teacher, as well as an elementary school principal.

In the early 1990's, I completed all the qualifications for my CCIM designation, and later obtained my CRB designation.

I am currently an approved instructor in the states of Washington, Idaho, California and Arizona. I am an approved instructor trainer in the state of Washington. I am attaching my Washington approvals.

It is my desire to continue providing quality real estate training in Oregon. I am presently one of the GRI instructors for Oregon Association of Realtors.

Multiple horizontal lines for additional text entry.

AUTHORIZATION

I hereby certify that I am authorized to submit this form on behalf of the petitioner and that the information is true and accurate, to the best of my knowledge.

S. Diane Peterson
Printed Name of Authorized Individual

Date July 10, 2010

S. Diane Peterson
Signature of Authorized Individual

Business Registry Web Renewal

Thank you for paying your renewal fee online on July 03, 2010.
Your renewal is effective immediately.
It will be posted to our web-site within two business days.

Order Number: 1491749
Fee: \$50.00
Your statement will read "OR Business Registry"

**This confirmation is valid only if payment was made using VISA
or MasterCard.**

Registry Number: 369189-93
Business Name: DIANE PETERSON SEMINARS
Business Entity Type: ABN
Next Renewal Date: 06/28/2012

Email questions to businessregistry.sos@state.or.us or call us at 503-986-2228.

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RECEIVE: NO.0035 07/06/2010/TUE 03:06PM

State of Oregon REA

RECEIVE: NO.0072 07/12/2010/MON 09:07AM

State of Oregon REA



STATE OF WASHINGTON
DEPARTMENT OF LICENSING
PO Box 9020 • Olympia, Washington 98507-9020

REAL ESTATE SERVICES

CERTIFICATE OF SCHOOL APPROVAL

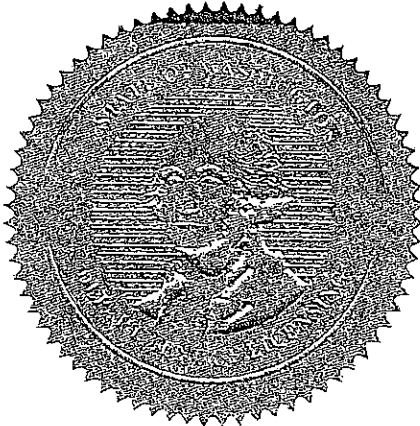
In accordance with the provisions of RCW 18.85.040, and Chapter 308-124H WAC, the Director of the Department of Licensing reviewed and approved the application of

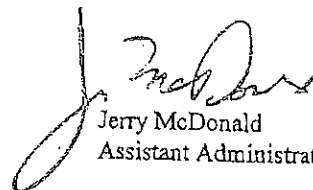
S DIANE PETERSON, Administrator
DIANE PETERSON SEMINARS
15535 NW PAR COURT
PORTLAND, OR 97229

Having met the requirements set forth in Chapter 308-124H WAC, and approval has been granted for this provider for the delivery of Department approved clock hours courses taught by Department approved instructors. The effective date of the approval is 09/11/2008 and will expire on

September 11, 2010

This approval grants the Director the authority to have a member of the staff audit the school at any time and to review the records for possible violations of the rules and regulations set forth in Chapter 308-124H WAC. A RENEWAL NOTICE WILL NOT BE SENT.




Jerry McDonald
Assistant Administrator

School ID #: S1603

The Department of Licensing has a policy of providing equal access to its services.
If you need special accommodation, please call (360) 664-6505 or, for the hearing impaired, TTY (360) 753-1966.

RECEIVE: NO.0035 07/06/2010/TUE 03:06PM State of Oregon REA

RECEIVE: NO.0072 07/12/2010/MON 09:07AM State of Oregon REA



STATE OF WASHINGTON
DEPARTMENT OF LICENSING
PO Box 9020 - Olympia, Washington 98507-9020

REAL ESTATE SERVICES

CERTIFICATE OF INSTRUCTOR APPROVAL

In accordance with the provisions of RCW 18.85.040, and WAC 308-124H-510, the Director of the Department of Licensing has reviewed the application for instructor approval offered by

S DIANE PETERSON

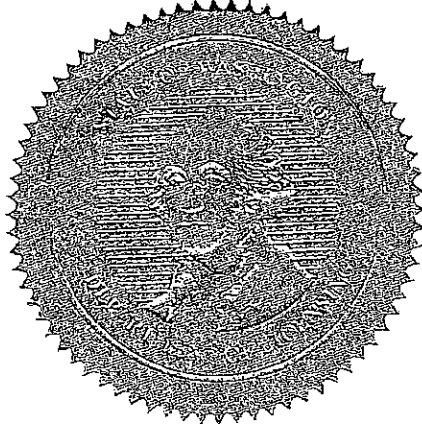
The above-named has been approved as an instructor to teach:

USE OF COMPUTERS AND/OR OTHER TECHNOLOGIES AS APPLIED TO THE PRACTICE OF REAL ESTATE/REAL ESTATE SALES & MARKETING/REAL ESTATE PRACTICES/REAL ESTATE LAW/REAL ESTATE FUNDAMENTALS/REAL ESTATE CLOSING PRACTICES/PROPERTY MANAGEMENT & LEASING/PRINCIPLES & ESSENTIALS/LEGAL ASPECTS/INSTRUCTOR DEVELOPMENT WORKSHOP/INSTRUCTOR DEVELOPMENT WORKSHOP/EVALUATING REAL ESTATE AND BUSINESS OPPORTUNITIES/ETHICS & STANDARDS OF PRACTICE/CURRENT TRENDS & ISSUES/COMMERCIAL/BUSINESS MANAGEMENT/BROKERAGE MANAGEMENT/APPRaisal

The effective date of this is July 31, 2008 and will expire on July 31, 2010

This approval grants the Director the authority to have a member of the staff audit any of the instructor's courses at any time and to review the records for possible violations of the rules and regulations set forth in Chapter 308-124H WAC. A RENEWAL NOTICE WILL NOT BE SENT.

Department approval applies to this instructor only when that individual delivers a Department approved course in association with a Department approved school per Chapter 308-124H-011 WAC.



Jerry McDonald
Jerry McDonald
Assistant Administrator

Instructor ID #: 11907

The Department of Licensing has a policy of providing equal access to its services. If you need special accommodation, please call (360) 664-6505 or, for the hearing impaired, TTY (360) 753-1966.

RECEIVE: NO.0035 07/06/2010/TUE 03:06PM State of Oregon REA

RECEIVE: NO.0072 07/12/2010/MON 09:07AM State of Oregon REA

ADMINISTRATIVE ACTIONS
for OREA Board
May 21, 2010 thru July 20, 2010

REVOCATIONS

Florum, Jinean Alice (LaGrande) Property Manager #200512267
Hearing order dated June 22, 2010, effective September 1, 2010. Florum deposited two checks totaling \$37,310 from the refinancing of complainant's properties into her business operating account not into a CTA as required; Florum operated negative trust balances for several owners' ledger accounts for several months; Florum failed to provide complainant with monthly reports for October and November 2007; Florum did not properly reconcile her CTAs; Florum failed to provide complainant with the accounting and transfer of property upon termination of the property management agreement; Florum failed to return unobligated funds or give a final accounting to complainant; Florum's property management agreement with complainant did not contain the information required by OAR 863-025-0020(2)(h), (j) and (k); Florum failed to retain paid bills or receipts for disbursements purportedly made on complainant's behalf on her rental properties; Florum failed to properly back up the financial data on her computer as required; Florum overcharged complainant for fees in violation of their property management agreement; and Florum significantly overcharged complainant as to the number of hours worked on complainant's properties over a three month period.

Violations: ORS 696.241(1), 301(12)(14); OAR 863-025-0020, 025-0025(11)(19), 025-0035(2), 025-0040(6), 025-0055(5), 025-0070

Nofziger, Devon L. (Monmouth) Property Manager #931200038
Stipulated order dated July 13, 2010, effective July 13, 2010. Nofziger took funds belonging to property owners for his own personal use; Nofziger took funds belonging to property tenants to cover the shortage in the property owners CTA; Nofziger transferred funds without authorization; and Nofziger failed to reconcile his CTAs each month since March 2008.

Violations: ORS 696.301(12), (14), (15); OAR 863-025-0025(3), (12), (19), (20), (21)

Word, Betty D. (Hillsboro) Broker #880600003
Stipulated order dated July 12, 2010, effective July 1, 2010, resulting in a revocation.

SUSPENSIONS

Osmon, Richard J. Sr (Beaverton) Broker #900300202
Stipulated order dated July 1, 2010 issuing a 45-day suspension effective June 15, 2010. Osmon failed to supervise a broker in the fulfillment of her duties and obligations to her clients by initialing two different versions of the same offer; and Osmon failed to supervise his broker's activities in two separate real estate transactions.

Violations: OAR 863-015-0140(6)

Terry, Sherman D. (Eugene) Broker #930600238

Stipulated order dated July 19, 2010, issuing a 30-day suspension effective August 1, 2010. Terry altered an eviction notice that he gave to his tenant; and Terry failed to report his criminal conviction to OREA within 20 days of the date of conviction.

Violations: ORS 696.301(14); OAR 863-015-0175

REPRIMANDS

Chamberlin, Susan R. (Coos Bay) Broker #200104003

Stipulated order dated July 12, 2010. Chamberlin stated that an offer needed to be increased based upon advice from the buyer's lender when in fact the lender did not render such advice; Chamberlin failed to include language in an offer that would reduce the sales price if the buyer's closing costs were less than the 6% of the sales price; and Chamberlin asked a buyer to sign and accept an additional disclosure before she sent the complete document to the buyer.

Violations: ORS 696.301(12), 696.810(3)(c)

Frontino, Deborah C. (Hillsboro) Property Manager #200202002

Stipulated order dated June 22, 2010. Frontino managed property from February 2009 until April 27, 2010 under a name not registered with OREA; and Frontino conducted property management activity after her license expired for a period of 270 days before renewing her license.

Violations: ORS 696.026(1)(a)(B), 696.020(2)

Lindsey, Christopher C. (Klamath Falls) Property Manager #980500055

Stipulated order dated June 22, 2010. Lindsey failed to sign and date an owner's property management agreement and two addendums; Lindsey failed to complete a signed property management agreement with an owner; and Lindsey failed to get written authorization from an owner before contracting for repair work to be done.

Violations: ORS 696.301(12); OAR 863-025-0020(1)(2)(l)(m)(6)

Long, Linda L. (Chiloquin) Broker #780302024

Stipulated order dated July 12, 2010. Long failed to advise purchasers of subdivision lots that the irrigation/fire suppression system is not adequate and not up to code; Long failed to advise purchasers of subdivision lots that there was no easement for emergency egress in compliance with code; Long did not disclose to purchasers of subdivision lots that the subdivision was in a floodplain and that some of the lots maybe wetlands and unable to have building permits issued; Long advertised that the HOA was forming when she knew that the present property owners would not agree to form an HOA until the subdivision was in compliance with the state and county agencies and codes; and Long failed to notify licensees in her office of the non-compliance and HOA issues with the subdivision.

Violations: ORS 696.301(15), 696.805(2)(a)(c), 696.815(5)(a-c); OAR 863-015-0125(1)(2)(b)(5)(b)

Stafford, Barbara (Coquille) Broker #880600106

Stipulated order dated June 9, 2010. Stafford failed to ensure all the terms and conditions of the transaction were clearly included in the offer to purchase, i.e. earnest money, promissory note, and whether the transaction would be accomplished by way of deed or contract; Stafford wrote the offer receipting for a \$500 promissory note and failed to have the buyer execute a promissory note; and Stafford failed to clearly notify the buyer that he was required to provide proof of funds before the offer was submitted.

Violations: ORS 696.810(3)(a)(c) thru 696.815(2)(b); OAR 863-015-0135(5)

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

Owens, A. Eric (Beaverton) Broker #200204527

Stipulated order dated July 1, 2010 issuing a \$1,100 civil penalty for three 30-day periods of unlicensed professional real estate activity.

**REAL ESTATE BOARD
REGULATION DIVISION REPORT
August 2, 2010**

Manager: Selina Barnes
Compliance Manager: Kris Ebelmesser
Administrative Specialist: Denise Lewis
Financial Investigators: Gae Lynne Cooper (Lead Worker), Donald Barrett, Aaron Grimes, Deanna Hewitt, Judith Parker, Rob Pierce, Aimee Wiley, (one vacant position)
Investigator 2: Michael Thornicroft

Section Overview

This division receives complaints and determines validity and assignment for investigation. Investigators gather facts, complete report and submit to Manager for review. The Manager determines whether the evidence supports charging a person with a violation of Agency statutes or administrative rules.

Workload and Activity Indicators

	Jul 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	Jan 10	Feb 10	Mar 10	Apr 10	May 10	Jun 10	Avg
Complaints Received	23	32	25	40	33	30	30	20	43	33	27	22	29.8
Investigations Opened	9	9	18	3	8	21	25	5	13	19	19	11	13.3
Inv Open at Month End	113	93	111	90	91	94	102	85	87	85	77	72	91.7
Investigations Completed	11	12	16	16	12	20	16	15	16	17	21	19	15.9
Admin Reviews Completed	29	20	13	56	9	18	22	8	24	10	25	20	21.2
Hearings Held	0	0	1	0	0	0	0	0	0	1	0	0	0.17
Avg Days to Complete Investigations	141	211	168	140	171	261	112	214	151	124	254	238	182
Avg Days to Complete Admin Reviews	184	147	108	102	81	15	23	17	15	5	12	14	60.3

CTA Mail-In Audits	Accounts Requested	Accounts Received	Reported Closed	Referred for Investigation
Q3 2009	100	99	26	1
Q4 2009	100	99	26	1
Q1 2010	100	99	22	2
Q2 2010	100	99	14	1

**REAL ESTATE BOARD
LICENSING DIVISION REPORT
August 2, 2010**

Manager: Laurie Hall

Section Overview

The Licensing Division has five staff members who are responsible for public and licensee information services, real estate, property management and escrow licensing transactions and the registration of real estate business names. The staff is also responsible for reception.

There are over 26,000 individuals and facilities throughout the state of Oregon that are licensed and registered with the Agency. This generates an average of 2,000 transactions and 3,000 phone calls each month that are received and must be processed by the Licensing Division. Normal processing time (receiving money, input into database and mailing out license) for most transactions is 7-10 days.

Workload and Activity Indicators

<u>Individuals (Persons)</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>
Broker - Total	14,579	14,417	14,368	14,268	14,177	14,118
Active	11,424	11,363	11,345	11,312	11,305	11,262
Inactive	3,155	3,054	3,023	2,956	2,872	2,856
Principal Broker - Total	6,765	6,755	6,767	6,770	6,762	6,749
Active	6,279	6,274	6,297	6,307	6,302	6,293
Inactive	486	481	470	463	460	456
ALL BROKERS Total	21,344	21,172	21,135	21,038	20,939	20,867
Active	17,703	17,637	17,642	17,619	17,607	17,555
Inactive	3,641	3,535	3,493	3,419	3,332	3,312
Property Manager - Total	726	725	732	739	739	749
Active	638	640	646	654	655	664
Inactive	88	85	86	85	84	85

Online renewals were at 21% in both May and June.

Program Changes, Future Projects, Streamlining

In order to protect the integrity of personal information, such as credit card numbers, the Agency does NOT accept forms by email. While the Agency does everything possible to create the most secure system possible, there are still risks involved in the transmission of emails. Most forms are, however, accepted by fax.

**REAL ESTATE BOARD
EDUCATION DIVISION REPORT
August 2, 2010**

Manager: Stacey Harrison Compliance Specialist: Claressa Kayman
Program Analyst: Mesheal Heyman Public Service Representative: Danette Rozell

Division Overview

This division carries out the Agency's mission by providing for the advancement of education and research in connection with the educational requirements for the securing of licenses for real estate licensees. The division does this by approving pre-license and post-license courses, developing and maintaining exams and test items, developing informational publications and websites, providing customer services via phone and electronic mail, and conducting compliance reviews.

Workload and Activity Indicators

<u>Exams Administered</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>
ALL LICENSING EXAMS Total	109	121	180	133	163	140
Broker	96	111	165	116	155	125
Property Manager	13	10	15	17	8	15

Year to date exam totals for June 2010 showed a 15% increase in the number of exams administered for the same period in 2009.

<u>Public Inquires</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>
Phone	446	446	481	444	332	293
E-Mails	82	98	122	110	79	111
Walk-Ins	5	2	4	7	4	4
TOTAL	533	546	607	561	415	408

<u>Compliance Reviews</u>	<u>April</u>	<u>May</u>	<u>June</u>
Requested	27	0	20
Received	0	6	0

Program Changes, Future Projects, Streamlining

On July 1, 2010 permanent rules to implement Senate Bill 640 went into effect, which allow continuing education providers to become certified by the Agency. As of July 15, the division has certified 35 continuing education providers. The division is developing informational material, which will be used to communicate the upcoming changes to all licensees. Educational information, including an educator's page, was recently added to the website.

The final paper edition of the *Oregon Real Estate News-Journal* was distributed in June. The first electronic edition will be distributed in September and, as of July 15, 1600 e-mail subscriptions have been received.

In June, 20 compliance review participation request letters were mailed to all principal brokers from Malheur County. The reviews were due on July 15, 2010 and a total of 9 were completed. The division will analyze information received to determine areas where more education may be needed. Starting July, the division will mail participation request letters on a monthly basis.

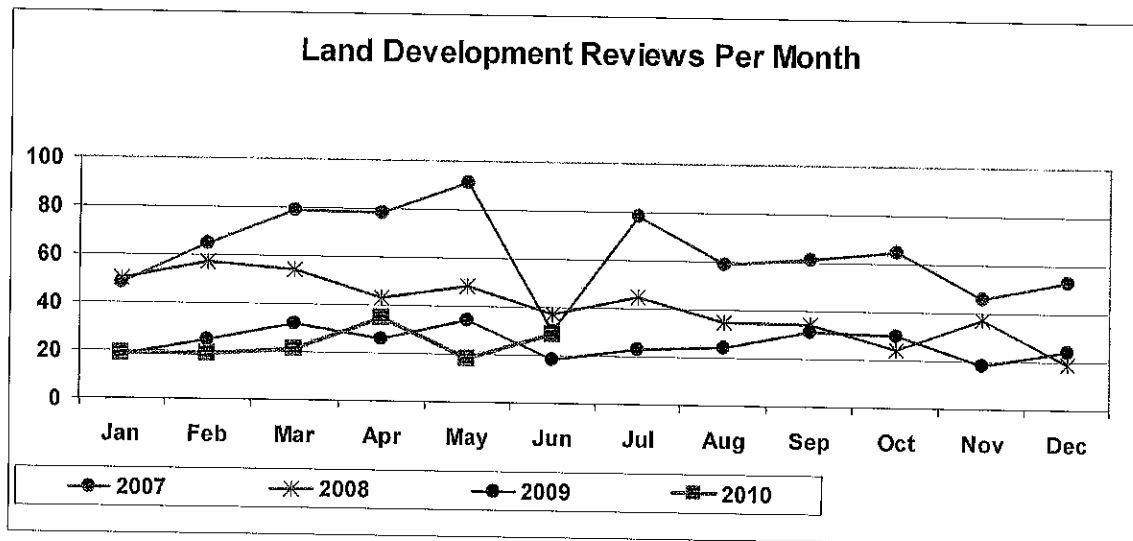
**REAL ESTATE BOARD
LAND DEVELOPMENT DIVISION REPORT
August 2, 2010**

Manager: Laurie Skillman
Administrative Specialist: Colleen Stutzman

Section Overview

This Division reviews land development filings, including condominiums.

Workload and Activity Indicators



Land development statistics for the first six months of 2010 continue to roughly track the number of filings for 2009. Since the June Board meeting, the section has seen a number of filings for successor declarant banks who have taken over a number of units in a condominium or all units in a condominium through a deed in lieu of foreclosure or other means. One of the key issues is whether the bank is a successor declarant or successor developer.

Program Changes, Future Projects, Streamlining

With the addition of the ARELLO automated timeshare registry (ATR), the divisions is working toward streamlining internal processes to concurrently track timeshares on the ATR and internally. Not all timeshare filings are handled through the ATR and the Agency has the only history of timeshares that have converted to ATR filings. The division is updating forms for the statutory changes and posting information on the website. We also continue to work with the Administration Division on our system requirements for a land development database.

**REAL ESTATE BOARD
ADMINISTRATIVE SERVICES DIVISION REPORT**

August 2, 2010

AGENDA ITEM NO. VIII. C. 5.
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Manager: Erica Kleiner

Administrative Specialist: Linda MacPherson

Section Overview

The Administrative Services Section acts as support to the agency. This section manages budget/allotment preparation, accounting, purchasing and contracting, inventory control, facilities, payroll and special projects.

Budget Update

Personal Services: Savings of approximately \$115,248 due to;

- Vacancy Savings: Since August 2009, the Agency has experienced vacancy savings from four positions that were open on average for 2.75 months each. As of March 9th, 2010, all of these positions have been filled. However, another vacancy has occurred, a Financial Investigator 1, over the past month. There are no plans to fill this position at this time. This position will roll up to become part of the Agency's 2011-13 Budget and will be filled at which point the need arises.

Services & Supplies: Savings of approximately \$835,498;

- Professional Services: Criminal Background Checks are down approximately 45% from last year and the estimated expenditures are projected at this lower volume. If the market takes an upward turn, there may be more brokers applying for background checks, however it appears the Agency will continue to experience at least a portion of this savings.

Update: Revenue generated from fingerprint processing has increased slightly as the biennium has progressed.

- Agency Program Related S&S: Exams administered are down approximately 35% from last year and the estimated expenditures are projected to continue at this lower volume. Similar to background checks, if the market takes an upward turn more exams may be administered.

Update: As in the case of revenue generated from criminal background checks, the Agency is currently experiencing an uptick in revenue generated from real estate examinations.

Agency Budget – total projected savings of approximately \$950,746 of our limitation.

Cash Flow: The Agency has spent \$335,367 more than revenue to date. The Agency is projected to spend a total of approximately \$1,323,426 more than projected revenue over the duration of the biennium (this will include the licensing system replacement expenditure).

Upcoming Budget Development Due Dates:

- COMPLETE - May 31, 2010: Current Service Level (CSL) budget information was entered into the Oregon Budget Information Tracking System (ORBITS) and the Position Information Control System (PICS) in order to allow for an audit by the Department of Administrative Services (DAS) – Statewide Audit and Budget Reporting Section (SABRS).
- COMPLETE - June 30, 2010: Agency Request Budget (ARB) information was entered into ORBITS and PICS in order to allow for an audit by SABRS. The ARB includes the Agency's CSL plus any budgetary enhancements, including all Policy Option Packages.
- COMPLETE - August 2, 2010: The 2011-13 ARB document was submitted to the Budget and Management Division of DAS. This document is comprised of ORBITS and PICS reports that summarize the Agency's budget totals, as well as, the budget narrative, which together are presented in a single binder.

See budget spreadsheets for more information.

Program Changes

No new program changes to report since the last meeting.

Progress on current and future projects:

RFP for Examination Services:

The Agency is at the point of initiating contact with the State Procurement Office in order to begin the initial phases of the new RFP process. A meeting of Exam RFP Committee members (both Agency staff and Board members) will be scheduled to occur in August.

Real Estate Agency
2009-2011 Biennium
Through June 2010

	Legislative Approved Budget	Expected Total Expenditures for Biennium (current)	Expected Remaining Limitation at end of Biennium	Notes
Total Personal Services	5,068,094	4,952,846	115,248	Current vacancies budgeted at lower step than LAB estimates
Services & Supplies and Capital Outlay Detail:				
Travel	97,294	69,283	28,011	Includes both in-state & out of state travel
Program Related Office Expenses	451,680	272,099	179,581	Includes employee training & recruitment, office expenses, postage, office furniture, private collection company fees & ISA and Mastercard processing fees
Publicity & Publications	164,996	99,588	65,408	Includes OJEN-J and licensing forms & packets, no longer printing Q & A books, discontinued sale & printing of "Blue Manuals"
Telecom/Tech Services & Support	74,016	99,767	(25,771)	
Data Processing	38,784	1,397	37,387	Server support & data processing (ie customer service survey processing and email subscription service)
IT Professional Services	70,569	57,310	13,259	Includes database contracts and maintenance agreements (including System Automation maint - agrmf)
IT Expendable Property	628,550	578,657	49,893	Includes all IT related equipment - including new online licensing system
State Govt Service Charge	198,807	222,247	(23,440)	Includes DAS Assessments, Treasury charges, State Library service charges, etc...
Attorney General Legal Fees	285,938	166,132	39,806	
Facilities Rent, Taxes & Maintenance	392,255	390,291	1,964	
OSP Criminal Background Checks		289,865		Background Check expenses estimated to increase slightly over biennium
Hearings Officers, EAP & Legis Counsel		28,511		
Other Professional Services		6,954		Includes professional contracts for rule review work groups, independent consultant for online licensing system review and other professional services
Total Professional Services	550,444	325,330	225,114	
Agency Program Related S&S	436,385	183,495	252,890	Exam expenses estimated to increase slightly over biennium
Total Services & Supplies and Capital Outlay	3,309,718	2,474,220	835,498	
Totals	8,377,812	7,427,066	950,746	

**REAL ESTATE BOARD
INFORMATION TECHNOLOGY DIVISION REPORT
July 7, 2010**

Manager: Greg DeMaderios
Information System Specialist: Chris Erich

Section Overview

The Information Technology (I.T.) Division is responsible for the management of the Agency's resources for communication, electronic commerce and user support. This includes managing the Agency's computer network, phone network, information assets, and security system for all technology resources.

Program Changes

I.T. has been separated into a separate division, reporting directly to the Deputy Commissioner.

Progress on current and future projects

I.T. will be upgrading the Agency's Microsoft Exchange Server 2003 to Microsoft Exchange Server 2010 in the near future. Chris Erich attended training for the upgrade and is the planning stages now.

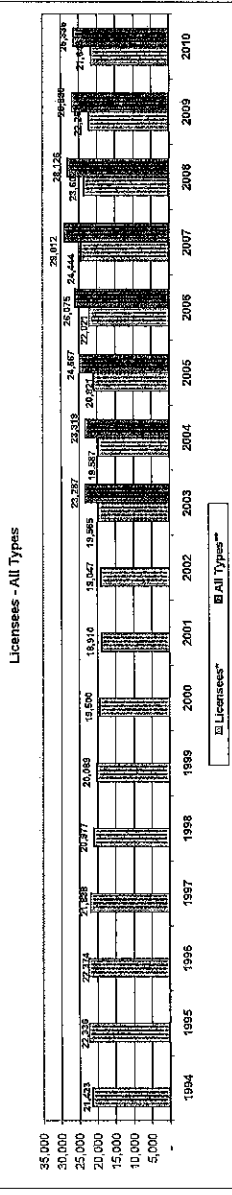
I.T. also continues to work closely with the Education division on upgrading the Agency website and implementing an electronic-only version of the OREN-J.

I.T. implemented an electronic "In/Out" board.

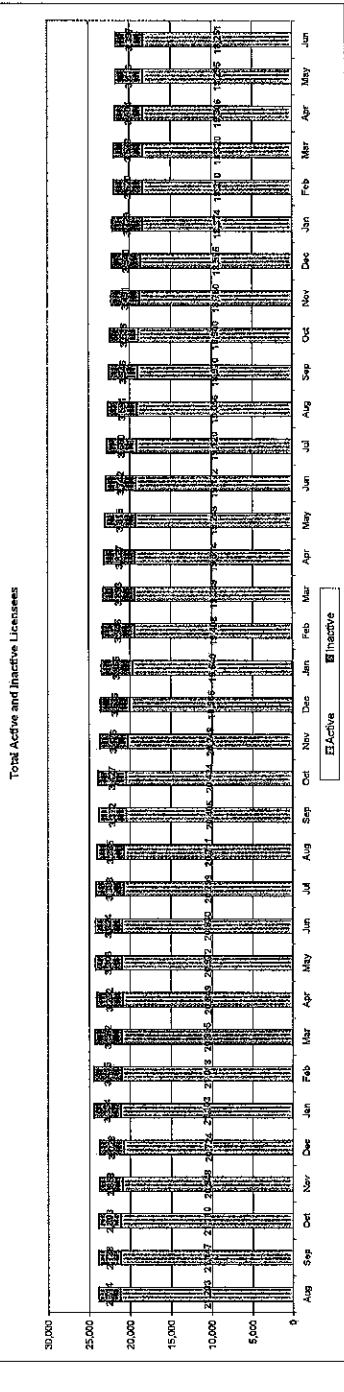
Oregon Real Estate Agency
 Total Licensing Statistics
 Source: Lauris Hall
 Date: June 2010

Year	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Licenses**	21,423	22,339	22,114	21,358	20,717	20,083	18,800	18,416	18,327	19,988	20,327	20,319	24,857	24,444	28,012	28,135	26,359
All Types**	21,423	22,339	22,114	21,358	20,717	20,083	18,800	18,416	18,327	19,988	20,327	20,319	24,857	24,444	28,012	28,135	26,359

NOTE: Data is approximately from year end of each year.
 * License figure is people only, does not include organizations and branch offices.
 ** All Types includes Organizations and Branch Offices



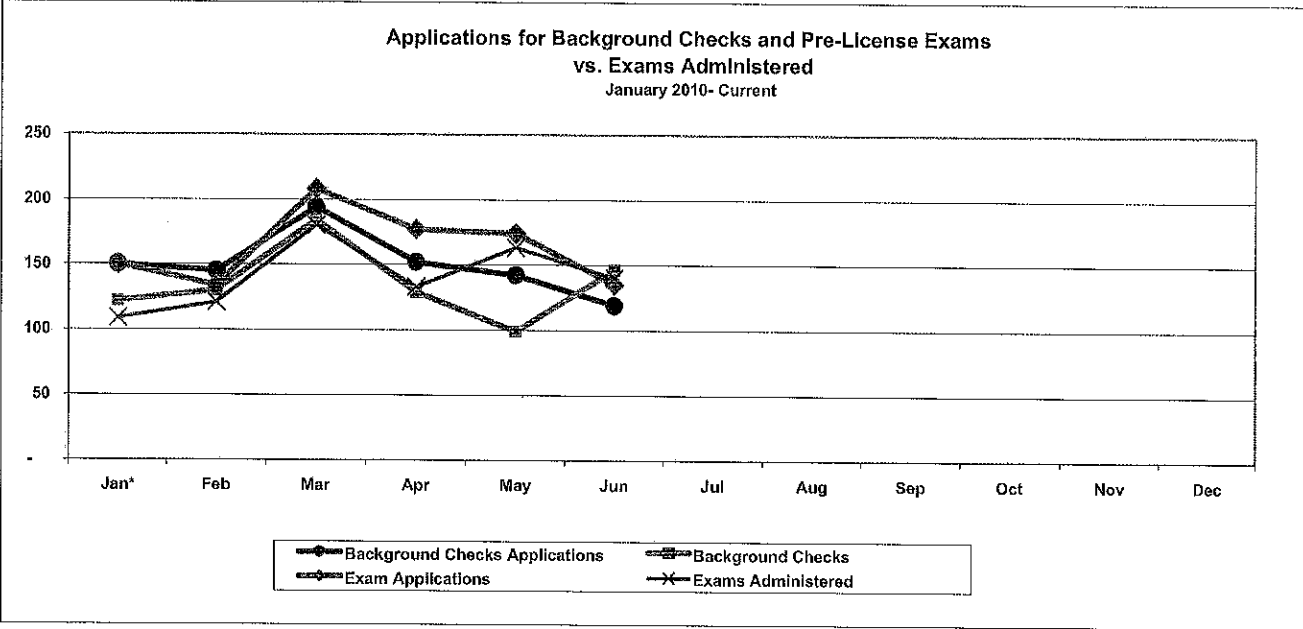
Total Licensees	2007												2008												2009												Avg															
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun																
Active	21,423	21,753	21,714	21,358	20,717	20,083	18,800	18,416	18,327	19,988	20,327	20,319	24,857	24,444	28,012	28,135	26,359	21,423	21,753	21,714	21,358	20,717	20,083	18,800	18,416	18,327	19,988	20,327	20,319	24,857	24,444	28,012	28,135	26,359	21,423	21,753	21,714	21,358	20,717	20,083	18,800	18,416	18,327	19,988	20,327	20,319	24,857	24,444	28,012	28,135	26,359	
Inactive	21,423	21,753	21,714	21,358	20,717	20,083	18,800	18,416	18,327	19,988	20,327	20,319	24,857	24,444	28,012	28,135	26,359	21,423	21,753	21,714	21,358	20,717	20,083	18,800	18,416	18,327	19,988	20,327	20,319	24,857	24,444	28,012	28,135	26,359	21,423	21,753	21,714	21,358	20,717	20,083	18,800	18,416	18,327	19,988	20,327	20,319	24,857	24,444	28,012	28,135	26,359	
Total	42,846	43,506	43,428	42,716	41,434	40,166	37,600	36,832	36,654	41,976	42,654	42,638	49,714	48,888	56,024	56,270	52,718	42,846	43,506	43,428	42,716	41,434	40,166	37,600	36,832	36,654	41,976	42,654	42,638	49,714	48,888	56,024	56,270	52,718	42,846	43,506	43,428	42,716	41,434	40,166	37,600	36,832	36,654	41,976	42,654	42,638	49,714	48,888	56,024	56,270	52,718	
Percent Active	89%	89%	89%	88%	86%	85%	85%	85%	85%	86%	86%	86%	86%	86%	86%	86%	86%	89%	89%	89%	88%	86%	85%	85%	85%	85%	86%	86%	86%	86%	86%	86%	86%	86%	86%	89%	89%	89%	88%	86%	85%	85%	85%	85%	86%	86%	86%	86%	86%	86%	86%	86%



Oregon Real Estate Agency
 Criminal Background Check, Exam Applications and Exams Administered Statistics
 Source: Laurie Hall, Stacey Harrison
 Date: June 2010

2010 Background Checks vs. Exam Applications vs. Exams Administered

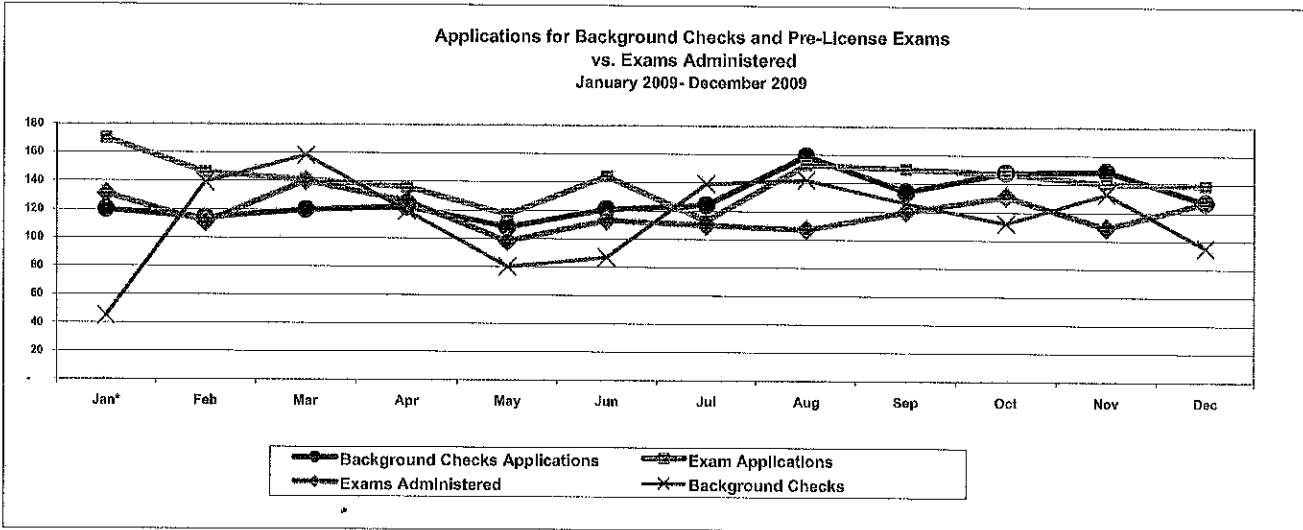
	Jan*	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
Background Checks Applications	150	145	194	152	142	119							902	147.5
Background Checks	122	130	184	129	99	146							810	126
Exam Applications	150	134	208	177	174	135							978	142
Exams Administered	109	121	180	133	163	140							846	115



2009 Background Checks vs. Exam Applications vs. Exams Administered

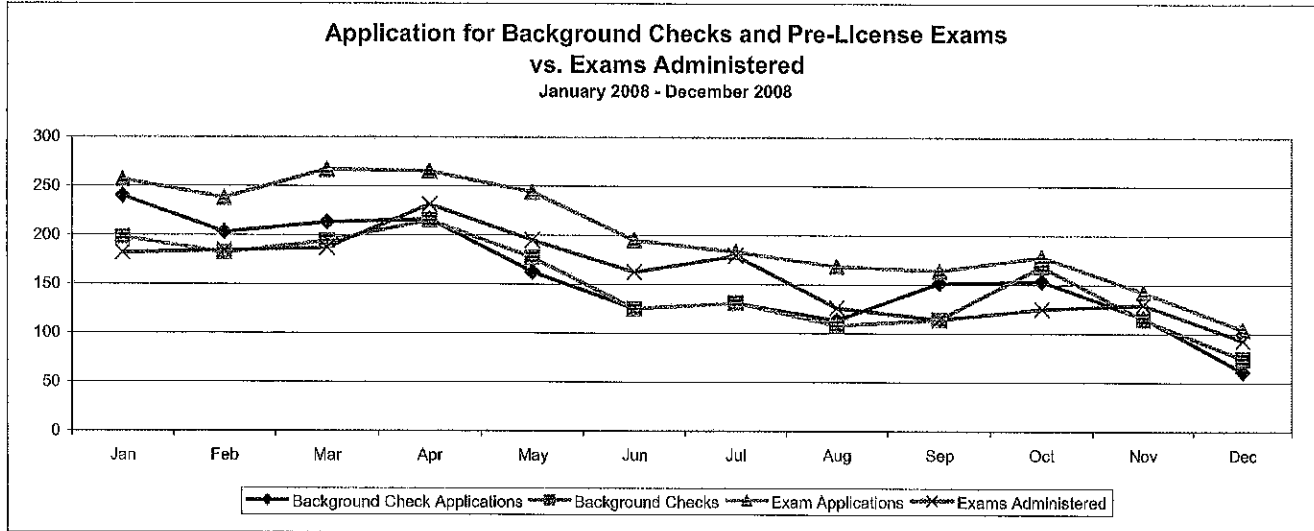
	Jan*	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
Background Checks Applications	120	114	120	122	108	121	124	159	134	148	149	127	1546	128.83
Background Checks	45	139	158	119	80	87	139	142	126	112	133	95	1375	114.58
Exam Applications	170	146	141	136	117	144	113	153	150	147	140	139	1696	141.33
Exams Administered	131	111	140	126	98	113	110	107	120	131	109	127	1423	118.58

*Jan 2009 Majority of Background Check applications received at end of month - OSP did not process until Feb.



2008 Background Checks v. Exam Applications v. Exams Administered

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
Background Check Applications	240	203	213	216	162	125	131	113	151	153	116	61	1884	157
Background Checks	198	182	194	215	177	125	131	108	114	168	114	74	1800	150
Exam Applications	257	238	267	265	244	195	183	168	164	178	142	104	2405	200.42
Exams Administered	182	184	187	231	195	162	179	126	114	#REF!	####	####	131	#REF!

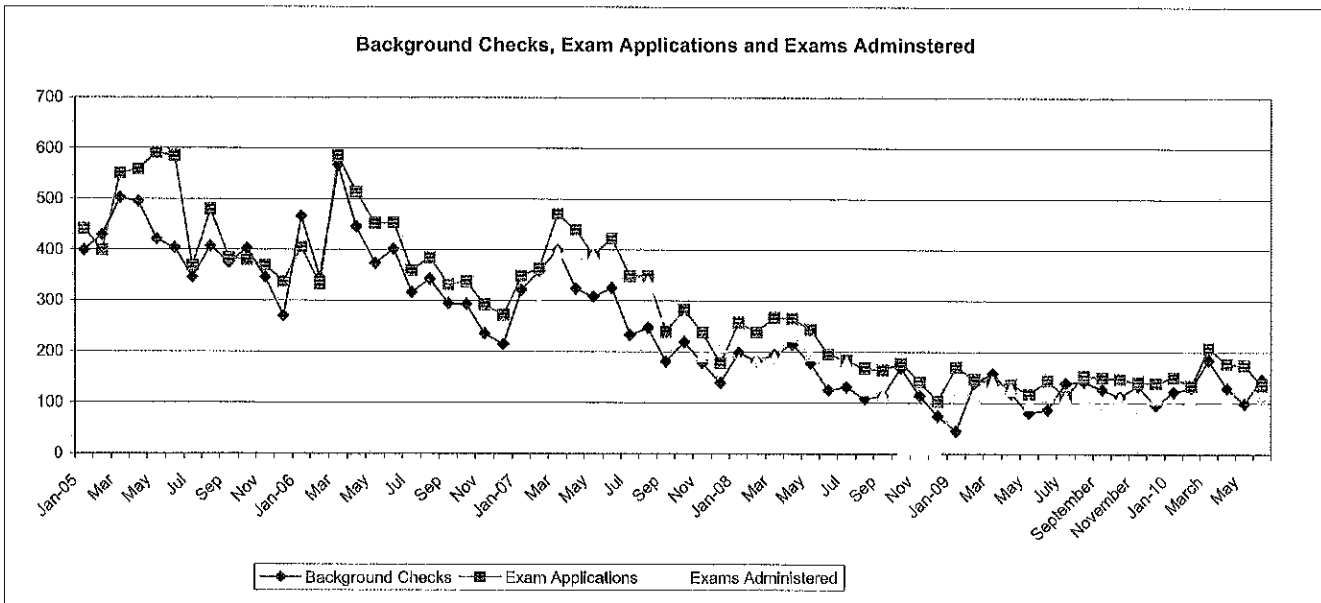


Oregon Real Estate Agency

Criminal Background Check, Exam Applications and Exams Administered Statistics

Source: Laurie Hall, Stacey Harrison

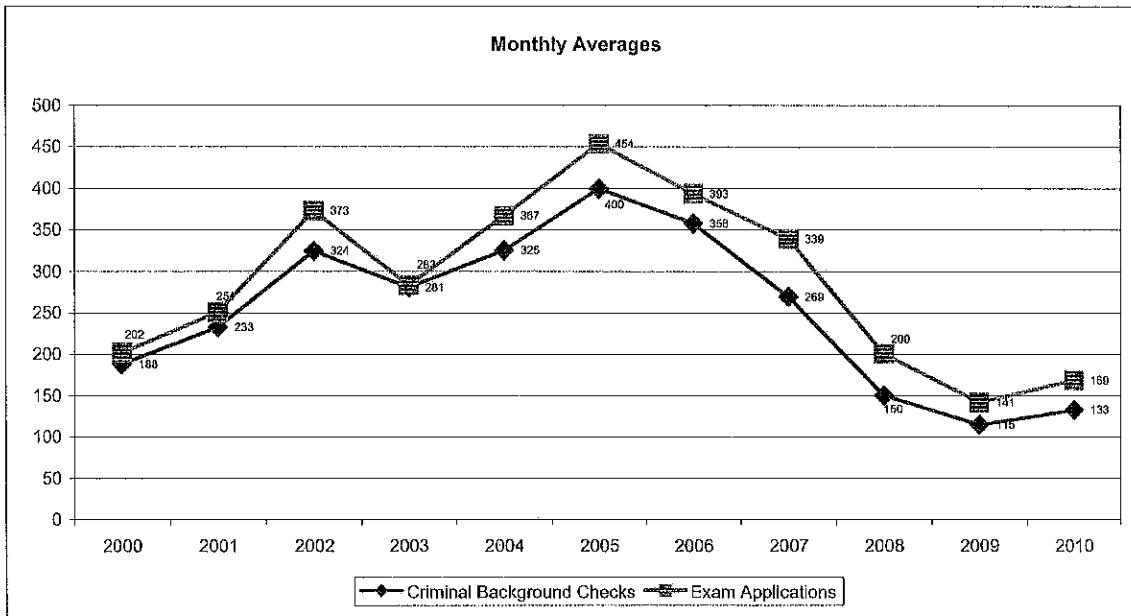
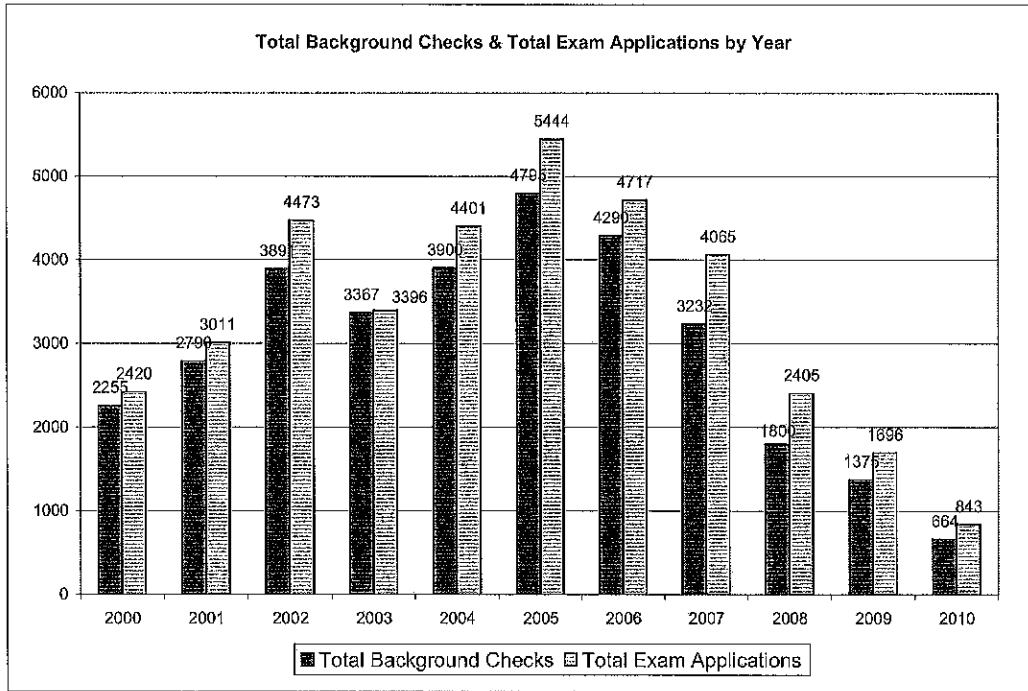
Date: June 2010



** Note: Peak in graph due to law change - must pass exam to become a broker

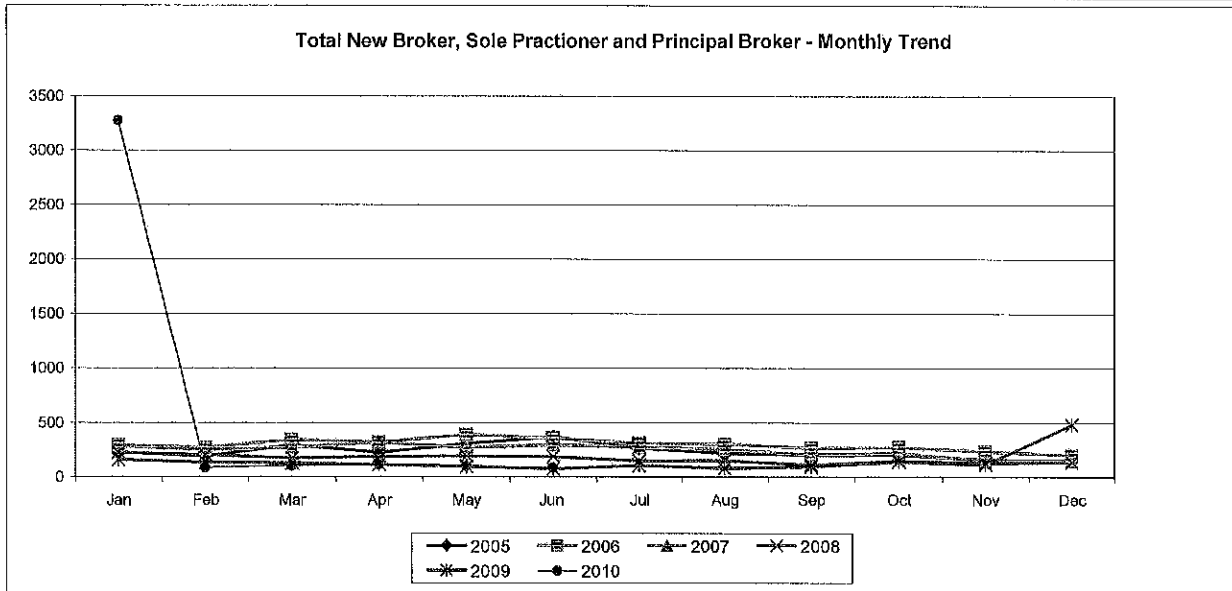
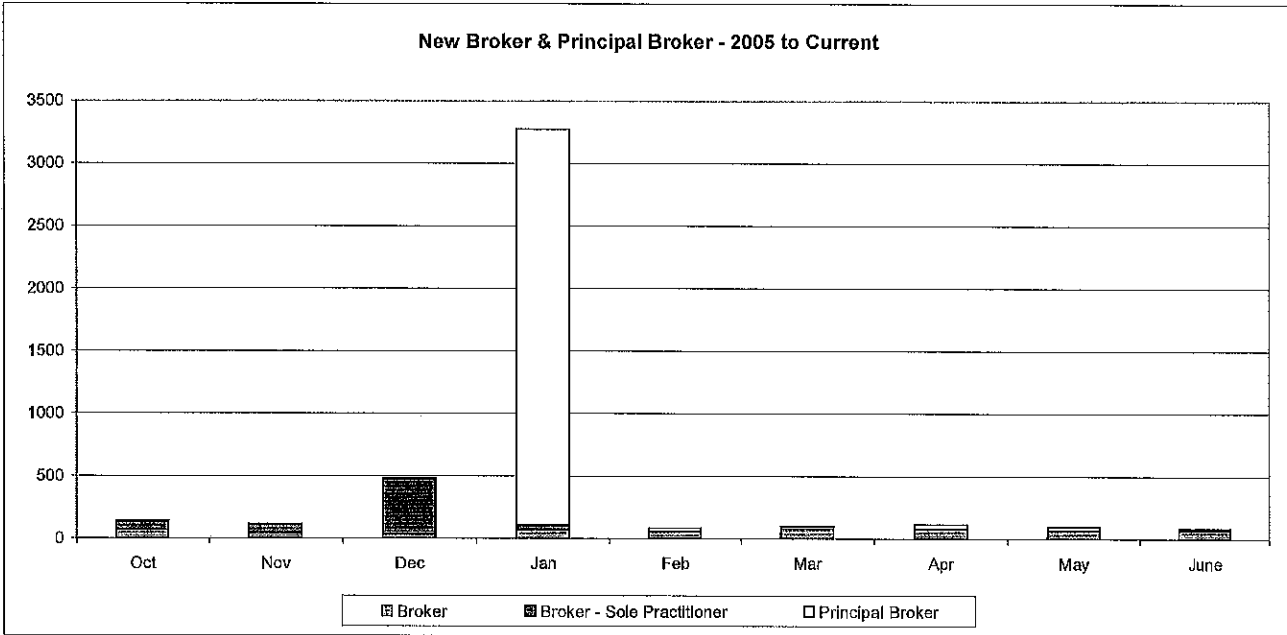
<u>2010</u>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
Background Check Applications	150	145	194	152	142	119							783	156.6
Background Checks	122	130	184	129	99	146							664	132.8
Exam Applications	150	134	208	177	174	135							843	168.6
Exams Administered	109	121	180	133	163	140							706	141.2
<u>2009</u>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
Background Check Applications	120	114	120	122	108	121	124	159	134	148	149	127	1546	128.83
Background Checks	45	139	158	119	80	87	139	142	126	112	133	95	1375	114.58
Exam Applications	170	146	141	136	117	144	113	153	150	147	140	139	1696	141.33
<u>2007</u>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
Background Checks	321	358	399	324	308	325	233	247	181	219	178	139	3232	269.33
Exam Applications	348	364	470	439	390	422	348	348	239	282	238	177	4065	338.75
Exams Administered	246	296	395	378	389	389	313	337	270	263	191	209	3676	306.33
<u>2006</u>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
Background Checks	466	345	566	445	373	401	316	342	294	293	235	214	4290	357.5
Exam Applications	405	331	585	514	452	453	360	384	332	337	292	272	4717	393.08
<u>2005</u>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
Background Checks	399	429	502	495	421	404	346	407	375	402	345	270	4795	399.58
Exam Applications	441	399	551	558	591	585	369	479	384	381	369	337	5444	453.67
<u>2004</u>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
Background Checks	275	392	357	371	325	301	303	297	343	353	329	254	3900	325
Exam Applications	295	312	424	397	354	400	381	353	365	328	393	399	4401	366.75
<u>2003</u>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
Background Checks	251	215	246	296	242	265	257	308	325	406	290	266	3367	280.58
Exam Applications	190	197	231	271	245	278	313	271	353	364	323	360	3396	283
<u>2002</u>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
Background Checks	348	469	625	950	536	114	100	129	127	198	143	152	3891	324.25
Exam Applications	300	369	538	868	1203	585	31	73	83	126	126	171	4473	372.75
<u>2001</u>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
Background Checks	230	259	233	220	217	247	244	226	202	272	238	202	2790	232.5
Exam Applications	229	230	278	287	290	243	295	282	203	262	213	199	3011	250.92
<u>2000</u>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
Background Checks	221	202	212	199	244	178	161	175	152	216	151	144	2255	187.92
Exam Applications	209	196	238	219	259	198	197	206	188	189	174	147	2420	201.67

Oregon Real Estate Agency
Criminal Background Check, Exam Applications and Exams Administered Statistics
 Source: Laurie Hall, Stacey Harrison
 Date: June 2010



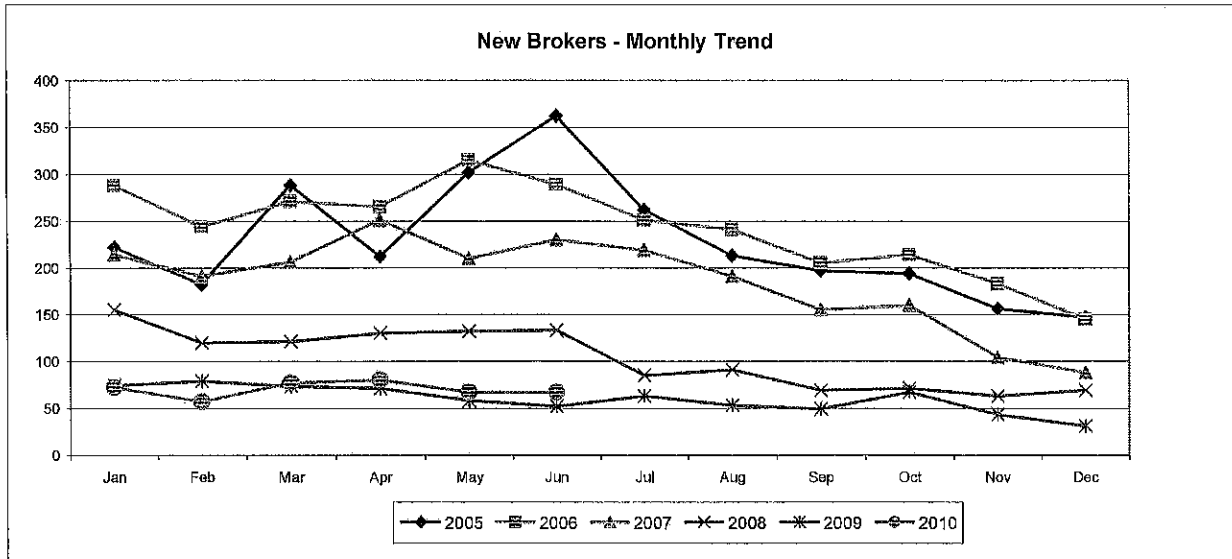
Total New Broker, Sole Practitioner, & Principal Broker

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Average
2005	227	189	295	224	307	369	266	219	202	203	160	149	2810	234
2006	291	268	342	316	387	356	309	304	266	275	234	202	3550	296
2007	286	250	272	317	271	294	275	256	208	222	148	147	2946	246
2008	223	203	169	191	192	187	147	150	110	147	127	139	1985	165
2009	158	133	128	114	97	74	109	80	94	142	114	481	1724	144
2010	3272	84	100	114	96	85								
Average	743	188	270	262	289	302	249	232	176	212	157	224		



New Broker

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Average
2005	222	182	288	212	302	362	262	213	197	194	156	147	2737	228
2006	288	244	271	265	315	289	251	241	205	214	183	145	2911	243
2007	214	191	206	251	210	230	219	191	155	160	104	88	2219	185
2008	155	120	121	130	132	133	85	91	69	71	63	69	1239	103
2009	74	79	73	71	58	52	63	53	49	67	43	31	713	59
2010	72	57	77	80	67	67								
Average	171	146	173	168	181	189	176	158	135	141	110	96		



New Broker - Sole Practitioner

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Average
2005	5	7	7	10	5	5	3	6	5	6	2	2	63	5
2006	3	8	29	21	31	27	20	29	30	25	16	22	261	22
2007	32	22	23	27	32	25	32	20	19	27	19	30	308	26
2008	37	40	28	33	33	34	40	38	25	42	32	47	429	36
2009	60	31	34	23	20	14	24	16	27	67	65	442	823	69
Average	27	22	24	23	24	21	24	22	21	33	27	109		

New Principal Broker

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Average
2005	0	0	0	2	0	2	1	0	0	3	2	0	10	1
2006	0	16	42	30	41	40	38	34	31	36	35	35	378	32
2007	40	37	43	39	29	39	24	45	34	35	25	29	419	35
2008	31	43	20	28	27	20	22	21	16	34	32	23	317	26
2009	24	23	21	20	19	8	22	11	18	8	6	8	188	16
2010	3272	84	100	114	98	85								
Average	561	34	38	39	35	32	21	22	20	23	20	19		

New Property Manager

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Average
2005	12	16	5	8	7	7	12	5	10	5	5	9	101	8
2006	6	5	7	7	12	12	3	10	12	10	7	4	95	8
2007	6	2	4	8	12	9	7	9	11	9	5	17	99	8
2008	9	11	10	9	11	10	5	12	11	10	12	6	116	10
2009	8	9	10	4	7	10	0	6	1	10	7	7	79	7
2010	1	2	1	2	0	1								
Average	7	8	6	6	8	8	5	8	9	9	7	9		