

**MINUTES OF MEETING**  
**OF**  
**LOUISIANA REAL ESTATE COMMISSION**

**January 24, 2019**

The Louisiana Real Estate Commission held its regular meeting on Thursday, January 24, 2019, at 9:00 a.m., at 9071 Interline Ave, Baton Rouge, Louisiana, according to regular call, of which all members of the Commission were duly notified, at which meeting the following members were present:

**COMMITTEE**

Richman Reinauer, Chairman – arrived at 10:06 a.m.  
Patrick Roberts, Jr., Vice Chairman  
Lacy Baaheth, Secretary  
Jeffrey Donnes  
Jeff Free  
Eloise Gauthier  
Rodney Greenup  
Steven Hebert  
Deanna Norman  
Matt Ritchie  
Evelyn Wolford

**STAFF**

Bruce Unangst, Executive Director  
Ryan Shaw  
Mark Gremillion  
Robert Maynor  
Telly Hollis  
Debbie DeFrates  
Dusty Evans

**GUESTS**

Kim Callaway – Louisiana REALTORS®  
Ryan Cross – Multiply Marketing  
Roy Ponthier – ProEducate

Vice-Chairman Roberts served as Chairman until Chairman Reinauer arrived.

Commissioner Gauthier led the invocation; Commissioner Baaheth led the Pledge of Allegiance.

**MINUTES**

Commissioner Gauthier made motion, seconded by Commissioner Donnes, to approve the minutes of the meeting of December 13, 2018. Motion passed without opposition.

**COMMITTEE REPORTS:**

1. Budget – Commissioner Free reviewed the budget report with the Commissioners. He stated that operating revenues are up from the same period last year. He stated that this was due to renewal revenue being up. He stated that operating costs are also up due to the hiring of a marketing company and increased internet costs.

(Attachment B)

2. Education/Research/Publication – Commissioner Gauthier stated that she was asked by her local board executives as to why the broker mandatory requirement is every other year instead of every year. Commissioner Wolford stated that the decision was made to hold the course on an as-needed basis. She stated that she believes that mandating a broker mandatory course can be done when it is needed based on the industry.

Commissioner Gauthier stated that she has also been approached by vendors to request that the Commission create the materials for the broker mandatory instead of only providing the outline. Commissioner Wolford stated that she has noticed the increasing charges for course creation over the last few years.

Commissioner Gauthier stated that it is time to start discussing the 2020 mandatory topic. She suggested Fair Housing and Cultural Diversity as the topic.

Commissioner Wolford made motion seconded by Commissioner Norman, to adopt Fair Housing and Cultural Diversity as the 2020 mandatory course topic. Motion carried with no opposition.

Commissioner Gauthier reviewed data from State Reporting and stated that she believes that the process has been smoothed out enough to add pre-licensing to the service. Commissioner Donnes made motion, seconded by Commissioner Wolford, to add pre-licensing to the State Reporting platform. Motion carried with no opposition.

3. Legal/Legislative/Timeshare – No report
4. Standardized Forms – Commissioner Roberts stated that he has heard concerns from New Orleans REALTORS who want an addendum created for Historic District Disclosure. Commissioner Wolford suggested that the Commission tread lightly in this matter because the historic districts are constantly changing and so disclosures would need to be dealt with carefully. She stated that the frequent changes to the layout of historic districts could cause confusion. Mr. Unangst stated that he can see this becoming an issue for consumers who are unaware of how the historic districts are divided and what this means for them as a purchaser. He stated that the New Orleans REALTORS are drafting language for a possible addendum that the Commission can review at a later date.

Commissioner Roberts stated that there has been an update to the Supreme Court case, which influenced the use of the “yes,” “no,” and “not known” options in the Property Disclosure Document. He asked that Ms. Callaway give a briefing to the Commission on the status of the case. Ms. Callaway stated that the case has been appealed to the Louisiana Supreme Court. She stated that, depending on the outcome of the case at the Supreme Court level, the Commission may want to revisit the Property Disclosure Document to clarify the answer options given on various questions.

Commissioner Roberts stated that he has heard reports from other Commissioners that there are many licensees who are unaware of the new Deposit Addendum. He asked that staff send out a notice to vendors teaching the mandatory course to ensure that they are focusing on that addendum.

5. Strategic Planning – Commissioner Baaheth stated that she met with Lynda Nugent Smith to review where the Best Practices taskforce left off. She stated that she would like for that taskforce to hold a meeting in February to move the process forward.

(Attachment C)

6. Errors & Omissions – Mr. Unangst stated that he anticipates that the quarterly report should be sent in early February with details on common violations.

7. Technology – Commissioner Greenup stated that Mr. Cross from Multiply Marketing was here to give a presentation on the social media results since July.

(Attachment D)

**DIRECTORS REPORT:**

Mr. Unangst brought the Commissioners’ attention to a report from the telephone company showing the volume of calls during renewal season and the answer rates.

(Attachment E)

He stated that he believes that the work staff is doing with Louisiana Interactive will decrease the amount of paperwork staff will have to process next year, which should help increase live call answer numbers next renewal season.

**PUBLIC COMMENT:**

None

**UNFINISHED BUSINESS:**

None

**NEW BUSINESS:**

Commissioner Norman requested that the Investigations staff provide the Commissioners with a report of recent violations.

**EXECUTIVE SESSION**

None

**PRESENTATION OF PLAQUE TO 2018 CHAIRMAN STEVEN HEBERT**

Chairman Reinauer presented Commissioner Steven Hebert with a plaque thanking him for his service as Chairman in 2018. Mr. Unangst and Commissioners expressed their gratitude to Commissioner Hebert.

There being no further business, Commissioner Roberts made motion, seconded by Commissioner Baaheth, to adjourn. Motion passed without opposition.

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RICHMAN REINAUER, CHAIRMAN

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LACY BAAHETH, SECRETARY