

2019 Calendar

Brokerage and Trust Account Class Workshops (GIT)

- August 21 & 22, 2019
Great Augusta Assoc. of Realtors®
Augusta GA
706-736-0429
www.augustarealtors.com
- September 25 & 26, 2019
Middle GA Assoc. of Realtors®
Macon, GA
478-471-7336
www.mgar.org

Georgia Instructor Training Workshops (GIT)

- October 16 & 17, 2019
GA Association of Realtors®
Atlanta, GA

[Link to the Georgia Real Estate License Laws, Rules, and Regulations](#)

[Link to GREC Disciplinary Actions](#)
View Current Suspensions and Revocations

[Link to Proposed Rule Changes](#)

Georgia Real Estate Infobase

[Click Here](#)



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Salesperson Pre-license Exam Updated

On June 1, 2019, AMP/PSI began administering new exams for the Georgia salesperson license.

- Each exam will consist of 152 scored questions, 100 national questions and 52 Georgia specific questions. There will also be 5 pre-test questions that will not be scored. Therefore, a candidate will answer 157 questions but only 152 questions will be scored.
- A candidate can take up to 4 hours to complete the state exam.
- In order to pass the exam, a candidate for licensure must answer 109 of the 152 questions correctly for a score of 72% (109/152=72%).
- Georgia schools that offer the salesperson pre-license course can set their school course exam at 72%.
- Click the links below for additional information about changes to the salesperson exam.

[Salesperson Exam Update](#)
[2018-2019 National Real Estate Salesperson Detailed Content Outline](#)

At this time there are no changes to either the broker examination or the community association manager examination.

July 2019 Commission Actions Taken

Cases Sent to the Attorney General for Review and Disposition by Consent Order or by Hearing	0
Cease & Desist Orders Issued	0
Citations Issued	9
Letter of Findings Issued	4
Consent Orders Entered Into	1
Final Orders of Revocation of Licensure	3
Cases Closed for Insufficient Evidence or No Apparent Violation	19
Licensing Cases - Applicant has a Criminal Conviction - License Issued	4
Licensing Cases - Applicant has a Criminal Conviction - License Denied	0
Total	40

[Click here to review a legend of the disciplinary actions the Commission may impose.](#)

SUBMIT

Comments
&
Suggestions

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**Online
Courses
from GREC**

**\$10 each
3 Hour CE
Course
Total of 9
Hours CE
Available**

(Also Approved
as Instructor CE,
not approved as
License Law CE)

***“Avoiding
Trust
Account
Trouble”***

***“Practicing
Real Estate &
Staying Out
of Trouble”***

***“Being a
Broker and
Staying Out
of Trouble”***

**Georgia Real Estate
Commission**
Suite 1000
International Tower
229 Peachtree Street NE
Atlanta, GA 30303-1605
Phone 404-656-3916

Absolutely Must Know Section



If a licensee is a principal in a real estate transaction, and even though he/she may not be receiving any fee or commission, he/she must still comply with the License Law, Rules and Regulations or be subject to disciplinary sanctions. When acting as a principal in a real estate transaction, remember to provide yourself the same conscientious review and service as you would your client, and remember to disclose your real estate license status in the document.

43-40-25(d) Whenever a licensee acts in a real estate transaction as a principal or as an officer, employee, or member of a firm or any other entity acting as a principal, the commission may impose any sanction permitted by this chapter if the licensee commits any unfair trade practice enumerated in this Code section or violates any other provision of this chapter or any rules and regulations adopted pursuant to this chapter in such a transaction.



Focus on Terminology: “Lease Vs. License”

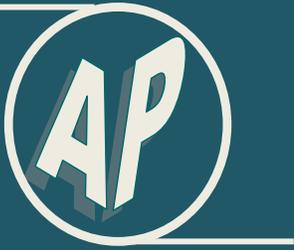
Lease:

- A lease provides a bundle of rights for the tenant (lessee): the landlord temporarily transfers some of the landlord's rights to the tenant: to use, possess, enjoy the property
- The tenant in a lease pays rent in return for exclusive, temporary possession of the property. The tenant, or lessee, is considered to have a leasehold interest or leasehold estate.
- The landlord, or lessor, has a reversionary interest.
- Like any contract there must be consideration to validate the agreement. In a lease, it is the promise to pay rent in exchange for the landlord's promise to provide temporary, exclusive use of the property.

License

- A license gives permission for a specific use or action. A license does not create any interest in real property. It does not provide a transfer of the landlord's bundle of rights to the user of the property like a lease does.
- A license is usually personal and cannot be assigned to another party.
- A license merely grants a license (permission) to the user for the purposes identified in the agreement.
- A license is usually revocable by the owner (licensor).
- The license agreement may provide the option to use additional services for additional fees.
- A license can be terminated without the same ramifications as a lease agreement. Eviction and notice provisions are less protective of the licensee. However, any contract can have very specific consequences in the event of default.

Whether it is a lease or a license agreement, there are typically Rules and Regulations that must be accepted and followed by the tenant or the licensee. If signing an agreement to lease space or to use it under the terms of a license, be sure to read the agreement carefully, including the Rules and Regulations that go with it.



The Appraisers Page

Useful Links:

[GREAB
Web Site](#)

[Appraisal Act](#)

[GREAB
Disciplinary
Sanctions](#)

It's like déjà vu all over again

By: D. Scott Murphy, SRA

Is history bound to repeat itself or are we moving in a different direction? No doc loans and other creative financing alternatives are back again. This may allow some buyers who otherwise might not qualify for traditional financing to be able to purchase a home. But let's hope we have learned from our past mistakes and have implemented safety precautions to avoid another collapse.

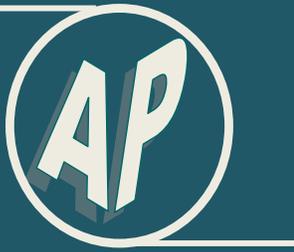
If lenders are having to get more creative with their financing options then something must be going on in the market. So what is happening in today's real estate market? Why is the volume of home sales and therefore loans slowing?

Every market is different and where you are may be doing just fine but here in the metro Atlanta market, I have seen a softening. In the overall scope of the market this is not necessarily a bad thing. There are no specific negative indicators, values are not declining, we don't have the major concerns we did 10+ years ago – it's just taking longer to sell homes. I see this as a correction, which is a good thing. I believe the issue is that values have risen at a rate which has out-paced the economy. In other words, homes are slightly overpriced or overvalued. Affordable housing options are slim to

none in many markets. Why does this matter? Some will say rising home values are just the nature of the real estate market, if you can't afford a home here, move to an area where you can afford one. This of course is not the correct answer. Affordable housing is not just for the poor or those with less wealth, it is also for our youngest generation of buyers.

We know that millennials are very particular about the home they would buy, and very few will consider a home which is not in pristine condition. They lived through the most recent recession and are generally more conservative. They remember the excess wealth and extravagant home buying their parents' generation had and now see those parents downsizing and far more conservative with their home needs as well. They witnessed the foreclosures, displacement of families and loss in wealth associated with housing. Couple this mental perception with burdensome student loans and rising home costs – most are opting for an alternative to buying real estate.

If there are no affordable options for this generation, they will flock towards apartment living. Reports have already shown a 10% rise in apartment living just this year. It is what they are used to, it also affords them flexibility and is more in line with the "leased" lifestyle we see today – ie: Uber and no car or leased cars, leased cellphones, leased "Birds" or scooters (grab one, jump on and then leave it when you are done), Air BnB, etc. There has been



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Georgia Real Estate Appraisers Board

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a significant shift from ownership towards leasing across our economy. The percentage of leased properties in this country continues to rise and now more than one in three properties are rental properties.

I think this correction is more than just a pause in the market – it is an indicator of fundamental change in our views of real estate. These are complex issues; builders are not just going to build less expensive homes. We need comprehensive planning, community and corporate funding to create environments which will cater to our youth and encourage them to embrace home ownership. There is a need to develop different ways for buyers to buy and sellers to sell. This is evidenced by the recent surge in iBuyer companies (Open Door, Knock, Zillow, etc.). Many sellers today appreciate the convenience and expedience of this type of transaction. They realize it's a more expensive way to sell but based on the volume of purchases these companies have made here in Atlanta, there is a sizable portion of our market that is willing to pay.

A changing market always presents opportunities, as well. Now is a good time to “sharpen the saw” through additional education or even professional designations. It may also be a good time to consider specializing to set yourself apart from your competition. It may also be a good time to pursue the diversification ideas you've been pondering but have been too busy to explore. The market has been so strong for so long that some people new to the profession haven't seen it any other way. But it is important to remember that changes in the market usually mean opportunity, you just have to be looking for it.