

2020 Calendar

More In-Class Schedules
and Events TBA

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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GREC/GREAB Update Regarding COVID-19

Due to the coronavirus, for everyone's safety GREC staff is unable to meet with you face to face. We ask that at this time you refrain from visiting our office.

Applications that require a fee, Background Clearance applications, and Requests for Investigation must be submitted via mail.

All other applications can be emailed to us and you will find the email on each application.

Real Estate Testing in Georgia halted from March 20, 2020 through April 12, 2020

The Georgia Real Estate Commission and Georgia Real Estate Appraisers Board have been notified that our test vendor, PSI Inc. will close all Georgia Test Centers starting Friday, March 20. No exams will be given during this period.

Candidates can reschedule up to and including the day of testing at no penalty and no documentation is required.

NOTE: In most cases, candidates can reschedule their examinations on-line (www.goamp.com) and they are encouraged to do so. If a candidate chooses to reschedule through PSI's candidate support call center, (800-345-6559) hold times are expected to be extensive under the current circumstances.

Thank you all for your patience and understanding throughout these unprecedented times.

March 2020 Commission Actions Taken

Cases Sent to the Attorney General for Review and Disposition by Consent Order or by Hearing	1
Cease & Desist Orders Issued	0
Citations Issued	12
Letter of Findings Issued	3
Consent Orders Entered Into	0
Final Orders of Revocation of Licensure	0
Cases Closed for Insufficient Evidence or No Apparent Violation	16
Licensing Cases - Applicant has a Criminal Conviction - License Issued	9
Licensing Cases - Applicant has a Criminal Conviction - License Denied	1
Total	42

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

Resources for all Licensees from Georgia Association of REALTORS® regarding COVID-19 Special Stipulation

The Georgia REALTORS® Leadership and Staff are actively monitoring Federal and State updates and actions as they become available. They have developed a [resource page](#) on GaREALTOR.com. ([GAR COVID-19 Resource Page](#)) to keep members (and all licensees) informed as the conditions, and directives, are rapidly changing. **The page is open and all information, including the COVID-19 Special Stipulation may be shared.**

Anyone with a question, concern, or recommendation can email COVID-19@GaREALTOR.com and utilize the site to watch for updates on the Georgia REALTORS® website, FaceBook page, and via email.

The Georgia REALTORS® ("GAR) Forms Committee recently designed a [special stipulation](#) to address what happens if the parties are "concerned about the possibility of not being able to close on their transaction due to COVID-19. Please seek guidance from your broker in determining if / when you should use this COVID-19 Special Stipulation in your real estate transactions." The [Special Stipulation](#), is available for licensees at [GAR COVID-19 Resource Page](#).

Please email your questions and comments to COVID-19@garealtor.com

GREC CE Courses

A [list of Approved Real Estate Schools](#) and the types of courses they offer, including Real Estate Law, can be accessed on the [GREC website or this link](#). Since classroom style training has been postponed in many cases, consider the approved online courses available, many of which are identified in the [Approved School listing](#). In addition, the [GREC Online school](#) offers the 3 online courses listed in the side bar all of which include CE and Law Credit.

The following CE courses DO include credit for the mandatory Real Estate License Law requirements as part of the CE credit.

- Avoiding Trust Account Trouble [Online](#)
- Being A Broker and Staying Out of Trouble [Online](#)
- Practicing Real Estate and Staying Out of Trouble [Online](#)
- Broker and Trust Account Workshops (Schedule TBA)
- Common Violations - You Can't Fix Stupid But We Can Work With Ignorance (Schedule TBA)



Absolutely Must Know Section

The CE Requirement is 36 hours, 3 hours of which must include specific topics of the License Law.

You can take CE courses any time during your entire 4-year renewal period.

However, you cannot carry-over more than the required 36 hours to the next renewal period.

If your license is placed on inactive status, it is a good practice to continue to obtain your continuing education credits so that you when you do activate your licensee you are not required to complete an accumulation of hours over the 36 hours for each 4-year renewal period.

Online Courses from GREC approved for:

- ✓ License Law
- ✓ Continuing Ed
- ✓ Instructor CE
- ✓ 3 - 9 Hours CE

1. Being a Broker and Staying Out of Trouble
2. Avoiding Trust Account Trouble
3. Practicing Real Estate & Staying Out of Trouble

[Click Here to Enroll](#)

\$10 Each

To sign up to receive the GREC RENEWSletter
[Click Here](#)

Submit a Comment or suggestion
[Click Here](#)

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The Appraisers Page

Useful Links:

[GREAB Web Site](#)

[Appraisal Act](#)

[GREAB Disciplinary Sanctions](#)

#refiTsunami

By: D. Scott Murphy, SRA

Favorable interest rates and a strong economy has meant a robust real estate market with a busier than normal start to the year. Most appraisers I have talked to have been at or above normal capacity. February saw above average home sales signaling a strong spring selling season. Meanwhile, a serious health epidemic was brewing on the other side of the world. February 29th marked the first death on US soil from this mysterious disease and now it becomes real for Americans.

The Fed steps in March 3 and cuts the Fed rate which in turn caused mortgage rates to drop to historic levels. Overnight, lenders were buried in loan applications, many stating they logged more loans that weekend than in the prior six months. The next week as lenders began to process these loans, appraisers saw a rise in appraisal orders in the magnitude of three to four times the normal volume. Undenounced to the general public, who were focused on the unprecedented health crisis, the mortgage industry was dealing with a refinance Tsunami.

Lenders, appraisers, closing attorneys, title companies and others involved with mortgage loans over night went into hyper mode. Virtually all these vendors have somewhat flexible capacity, but this amount of immediate volume caused many of us hurriedly begin to add staff.

In years past, as we recovered from the recession, there was a lot of focus on appraisers and assigning blame for long delays in closing loans. Many lenders claimed there was an appraiser shortage and sought remedies in order to bypass the appraisal process. This was a veiled attempt to use automated processes to speed the process and attempt to better control the valuation. The ironic twist is that lenders are to blame for the appraiser shortage.

The availability of appraisers and the story of their current number is a complex issue. In the not so distance past (prior to 1991 when licensing was enacted) one would become an appraiser by going to work for an experienced appraiser. Most appraisers were members of trade organizations such as the Society of Real Estate Appraisers or the Appraisal Institute. These organizations offer designations which were the best way for an appraiser to be recognized as a professional.

The 1980's saw the savings and loan crisis which paved the way for nationwide appraiser licensing. Most states enacted appraiser regulations and began issuing licenses in 1991. There were typically three tiers, registered or trainee, licensed and certified. Trainee or registered appraisers were required to take the requisite course work and pass an exam. In order to advance to be licensed the appraiser would need to find a mentor who would train him and assist him in obtaining 2000 hours of experience credits. In addition, more course work and an exam were required to advance. Finding a mentor was always challenging but when the real estate market was strong there were always opportunities for those wishing to enter the profession. During the 1990's and through 2006 the number of appraisers rose steadily.



The Appraisers Page

Useful Links:

[GREAB Web Site](#)

[Appraisal Act](#)

[GREAB Disciplinary Sanctions](#)

#refiTsunami

By: D. Scott Murphy, SRA

In late 2006 and early 2007 we saw the housing bubble burst which thrust the country into a recession. The number of appraisers entering the profession naturally declined as the volume of appraisal work tapered off. The major tipping point for the appraisal profession came in mid-2008 when Fannie Mae released Announcement 08-30. It was a standard announcement clarifying several Fannie Mae procedures and simply was to clarify which appraiser was to sign where. Fannie said that the "appraiser" had to sign on the left. Many misinterpreted this to mean that the "main" appraiser or the supervisor had to sign on the left and the trainee could not sign the report. What Fannie Mae really meant is that if the trainee inspected, he has to sign on the left. This may be confusing to those not in the appraisal profession but what was happening was that trainees were inspecting the property, acknowledging their assistance in completing the report in a statement in the appraisal addendum and the supervisor was signing on the left even when he did not inspect the property. This is not allowed because whoever signs on the left must inspect the property. Fannie was just clarifying the correct procedure.

APPRAISER	SUPERVISORY APPRAISER (ONLY IF REQUIRED)
Signature _____	Signature _____
Name _____	Name _____
Company Name _____	Company Name _____
Company Address _____	Company Address _____
Telephone Number _____	Telephone Number _____
Email Address _____	Email Address _____
Date of Signature and Report _____	Date of Signature _____
Effective Date of Appraisal _____	State Certification # _____
State Certification # _____	or State License # _____
or State License # _____	State _____
or Other (describe) _____ State # _____	Expiration Date of Certification or License _____
State _____	
Expiration Date of Certification or License _____	
ADDRESS OF PROPERTY APPRAISED	
APPRaised VALUE OF SUBJECT PROPERTY \$ _____	
LENDER/CLIENT	
	SUBJECT PROPERTY
	<input type="checkbox"/> Did not inspect subject property
	<input type="checkbox"/> Did inspect exterior of subject property from street
	Date of Inspection _____
	<input type="checkbox"/> Did inspect interior and exterior of subject property
	Date of Inspection _____



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#refiTsunami

By: D. Scott Murphy, SRA

Most lenders interpreted this as a new requirement that the supervisor must physically inspect every property with the trainee. It might take 2-3 years for a trainee to advance to licensed or certified.

Here is a good analogy for those of you who are in real estate sales. Making the supervisor go out and inspect every property with the trainee is like saying to a real estate broker that they must go out on every listing presentation with every new agent for the first 2-3 years. Never going to happen. No one would hire new agents. Well guess what, the numbers of new appraisers entering the business dropped to near zero for the next eight to nine years. The adherence to this policy has created a situation where we will run into an appraiser shortage, higher appraisal fees and lengthy delays in completion of appraisal reports if appraisal volume suddenly spikes.

It was not until January 2017 that Fannie Mae published a clarification in Selling Guide 2017-01 stating it has never restricted to the use of trainee appraisers and that supervisors are not required to inspect every property.

[SEL-2017-01](#)

Property Inspection by Appraiser Trainee

We have clarified our existing policy that allows an unlicensed or uncertified appraiser, or an appraiser trainee to complete the property inspection. When the unlicensed or uncertified appraiser or appraiser trainee completes the property inspection, the supervisory appraiser is not required to also inspect the property.

Effective Date

This clarification is effective immediately.

Lenders over those years worked specific language into their risk management policies requiring supervisors to inspect every property. Many lenders went even further and stated that the trainee could not even sign the report.

For the past three years since Fannie Mae's clarification, many of us have worked very hard with lenders in order to update their procedures and restore this vital procedure. The number of people entering the profession has begun to rise again. There still are several large banks who refuse to correct this issue in preference to a conservative position. Unfortunately, many of the large mortgage brokers sell their loans to these banks and must abide by their rules even though Fannie Mae does not agree.

Over the next few months as appraisal volume rises from increased sales and the #refiTsunami, don't blame the appraisal population for extended delays, we are doing all we can with the resources we have available.