

## 2021 Calendar

### Annual Schools Meeting & GREEA Workshop

- December 2 & 3, 2021  
Lanier Islands  
Gainesville, GA

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

[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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## Tips and Tricks

- Licensees can view a list of all their education courses on their license record for credit at [www.grec.state.ga.us](http://www.grec.state.ga.us); one can also see credit for a license law course
- Scholarship money provided by the Georgia Real Estate Commission Education, Research and Recovery Fund is available for courses sponsored by the Georgia Association of Realtors® to gain a designation. Visit <https://garealtor.com/education/scholarships/> for more information.
- A Real Estate license enables a licensee to practice any type of real estate brokerage activity such as residential, commercial, property management or CAM.
- A licensee can renew a license up to 4 months before the renewal date.
- Since Net listings are prohibited, how do you convert the value the seller wants to Net into a price for the listing contract and established a defined commission? Take the value the seller wants to Net and divide by 100% minus the commission %. Example. Seller wants to Net \$250,000, and the negotiated commission is 6%.  $\$250,000 / .94 = \$265,957$  for the listing price. (The licensee must be sure that that seller understands there can be other costs associated with the sale.)
- Every brokerage office must have a written **Office Brokerage Relationships Policy** that describes the type of agency relationships the firm practices, and the Broker is responsible for providing training to the licensees of the firm.
- If a licensee acts a principal in a real estate transaction, any advertisement must still be in the name of the broker/firm holding the licensee's license.



### October 2021 Meeting - Commission Actions Taken

Cases Sent to the Attorney General for Review and Disposition by Consent Order or by Hearing	1
Cease & Desist Orders Issued	1
Citations Issued	6
Letter of Findings Issued	2
Consent Orders Entered Into	0
Final Orders of Revocation of Licensure	1
Cases Closed for Insufficient Evidence or No Apparent Violation	23
Licensing Cases - Applicant has a Criminal Conviction - License Issued	19
Licensing Cases - Applicant has a Criminal Conviction - License Denied	1
<b>Total</b>	<b>54</b>

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

# SUBMIT

Comments  
&  
Suggestions

## 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”**

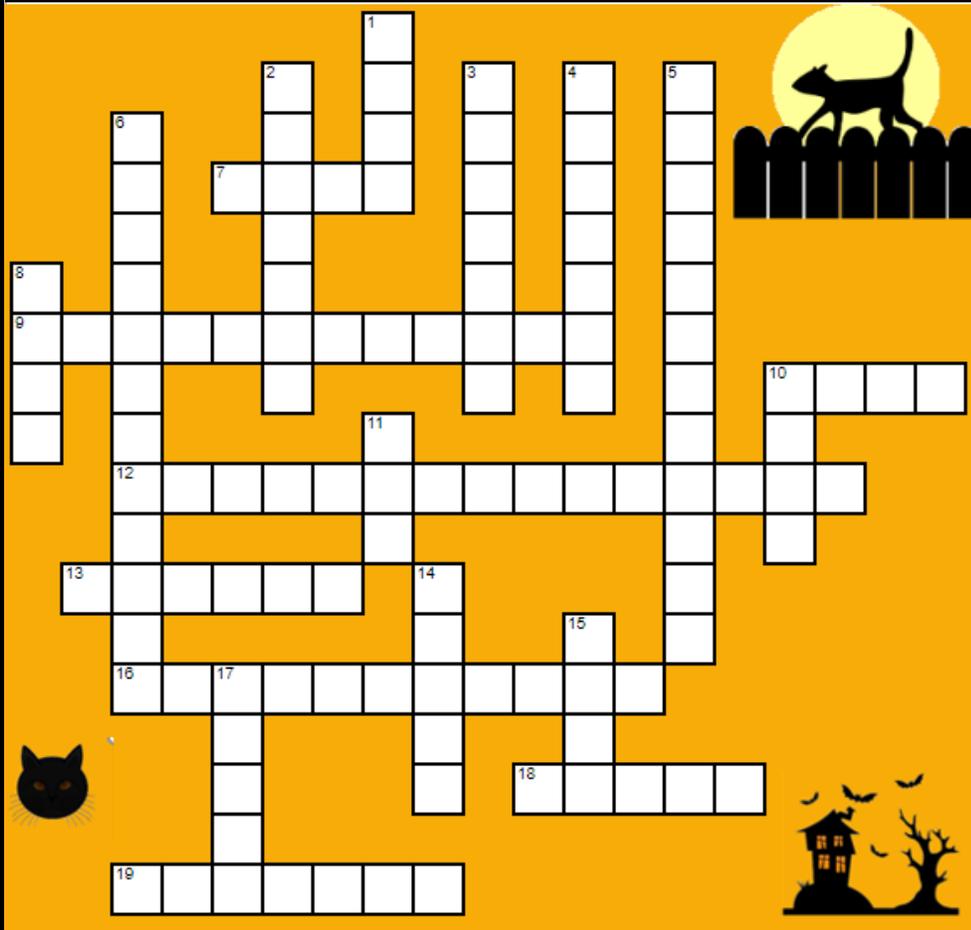
**“Practicing Real Estate & Staying Out of Trouble”**

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

**Click Here**

### Georgia Real Estate Commission

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### Down Clues

1. Can be a bad omen when they are black.
2. Property other than real estate, such as Halloween decorations.
3. Scared.
4. Not yet closed.
5. Halloween lighting – 3 words.
6. If owners want to put up a fence, they need to check the surveys and the \_\_\_ of the subdivisions.
8. UnFair Trade Practices.
10. Like the night.
11. Homeowners Association.
14. \_\_\_ or Treat.
15. Part of a skeleton.
17. Transportation for a witch.

### Across Clues

7. Halloween fliers.
9. Horror Movie Monster.
10. Nightfall.
12. A gated community may not invite all those \_\_\_ or \_\_\_ asking for candy.
13. Spider's nest in vacant houses.
16. If the homeowner wants to paint the front door orange, he/she should check the Declaration of Covenants, Conditions, and Restrictions for the \_\_\_\_\_.
18. Bottled spirit.
19. Orange squash at Halloween.



### Focus on Terminology: ““---urb communities”

Consider these definitions of communities or areas as defined by Merriam-Webster.

<https://www.merriam-webster.com/dictionary/dictionary>

- **Suburb:** “an outlying part of a city or town; a smaller community adjacent to or within commuting distance of a city; the residential area on the outskirts of a city or large town.”
- **Exurb:** “a region or settlement that lies outside a city and usually beyond its suburbs and that often is inhabited chiefly by well-to-do families.” An exurb is typically outside of a city a prosperous district or area beyond the suburbs.
- **Urban:** “of or relating to cities and the people who live in them.”
- **Rural:** “of or relating to the country, country people or life, or agriculture.”
- **Urbs** is actually an English word. “It is rarely used, but it refers typically to a city, particularly when distinguished from a suburb.” The suburbs are a region close to the urbs.

Across: 7.Bats,9.Frankenstien,10.Dusk,12.TrickorTreaters,3.Cobweb,16.Sudvision,18.Genie,19.Pumpkin  
Down: 1.Cats,2.Chattel,3.Spooked,4.Pending,5.Jackolantern,6.Declarations,8.UFTF,10.Dark,11.HOA,  
14.Trick,15.Bone,17.Broom.