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2025 Calendar

GREC Workshops:
[Broker Management & Trust Account Class Schedule for November and December](#)

GREC Annual Schools Meeting,
December 4-5, 2025
Lake Lanier Islands Resort
For more Info, visit
<https://greea.org/>

[Understanding Your GREC Account and CE Hours Video Tutorial](#)

Georgia Real Estate Infobase

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[Greconnect.com](https://greconnect.com)
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Deputy Real Estate Commissioner Announcement

Mr. Craig Coffee has served as Deputy Real Estate Commissioner for 24 years assisting four Commissioners. While overseeing the day-to-day operations of both the Georgia Real Estate Commission and the Appraisers Board, he managed the Investigations department for both the Real Estate Commission and the Appraisal Board. He introduced numerous efficiency changes to the Commission, improved customer relations, managed budgets and Real Estate Recovery Fund projects, added valuable insight and leadership to the Education Advisory Committee as well as being the President of ARELLO during his tenure. Prior to joining the Real Estate Commission, he obtained a Juris Doctorate degree at the University of Georgia School of Law and a major in Political Science from Emory University and worked as an attorney and a residential real estate salesperson. Mr. Coffee will retire at the end of 2025.

The Commission is pleased to announce that Kim Yarrington has been named the new Deputy Commissioner of the Georgia Real Estate Commission. Ms. Yarrington, who has been serving as Education Advisor of the Commission, since 2023, introduced the GREC CONNECT program and leads the rollout of the Broker CE Rule change. She is modernizing agency technology integration in her mission to assist Georgia's Licensees, Appraisers, Schools, and instructors. Ms. Yarrington brings 20 years of Georgia real estate experience as an Associate Broker, GREC Approved Instructor, as well as more than 12 years in public education. She obtained a Bachelor of Science in Education from UGA and a Master of Science from the University of North Georgia.

Job Opportunities at the Georgia Real Estate Commission

The Georgia Real Estate Commission & Georgia Appraisers Board is currently looking to fill the following positions.

[Real Estate Brokerage Investigator](#)

[Appraisal Investigator](#)

[Information Specialist](#)

Visit the [GREC CONNECT](#) session weekly on Fridays 9:00 AM
GREC CONNECT is a weekly Zoom call with GREC Education Advisor, Kim Yarrington. Every Friday morning at 9:00 AM via the greconnect.com website, you can join in to listen, learn, and share. Each week the topic is shared through GREC's Facebook™ page and by email. Should you have any questions, contact Kim at education@grec.state.ga.us.

Brokerage Services Beyond Transactions

A real estate Licensee is authorized to provide a variety of real estate brokerage services beyond sales and other transaction-based services. Provided the proper agency disclosures are made, those services could include real estate consulting services, producing prospects, providing a BPO (Broker Price Opinion), property evaluation, site selection, marketing, property management, etc.

Whenever a Licensee is paid for brokerage services, whether consulting or transactional, the compensation must be paid to the Firm or Broker. The individual Licensee cannot accept the payment directly. And a Licensee cannot pay someone that is not also licensed as a real estate Licensee. Per [43-40-35 \(b\) \(8\)](#) it is a violation to accept a commission or other valuable consideration by a Licensee from anyone other than the Broker holding that Licensee's license without the consent of that Broker.

The Commission has authority to stop those practicing real estate without a license. This includes individuals practicing with an inactive license or a license that is not in good standing. The Commission issues a Cease and Desist Order to the individual practicing real estate without a license and can impose a fine up to \$1,000.00 for each transaction constituting a violation, and each day the party continues to act in violation is considered another violation resulting in an additional \$1,000 per day.

[43-40-1 Definition:](#) (2) Broker includes a person who expects to receive compensation if he/she *“(I) Provides or attempts to provide to any party to a real estate transaction consulting services designed to assist the party in the negotiations or procurement of prospects for the listing, sale, purchase, exchange, renting, lease, or option for any real estate or the improvements thereon or (J) Advertises or holds himself or herself out as engaged in any of the foregoing.”*

November 2025 Meeting - 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	5
Letter of Findings Issued	0
Consent Orders Entered Into	0
Final Orders of Revocation of Licensure	0
Cases Closed for Insufficient Evidence or No Apparent Violation	9
Licensing Cases - Applicant has a Criminal Conviction - License Issued	4
Licensing Cases - Applicant has a Criminal Conviction - License Denied	2
Total	20

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



Focus on Terminology “BPO”

Only a licensed Appraiser can provide an appraisal of real estate. A real estate Licensee may give an estimate of the value, sometimes referred to as a Broker Price Opinion (BPO), of a property in the ordinary practice of real estate brokerage. It must be made clear that the estimate is only an opinion and is not an appraisal. Only a licensed appraiser can provide an appraisal. The value that is prepared through a competitive market analysis (not an appraisal), may be referred to as a recommended list and sale price. Market value may be referenced as the list price or a probable or most likely sales price. “Market value is a forecast, a projection, an opinion about an event to come.” Ref. InfoBase Chapter 34 [InfoBase – Chapter 34 – Georgia](#)

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