



**State of West Virginia  
Real Estate Commission**

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JOHN H. REED, III, CHAIRMAN  
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EXECUTIVE DIRECTOR


November 12, 2010


The Honorable Joe Manchin, III  
Governor of West Virginia  
State Capitol  
1900 Kanawha Blvd., East  
Charleston, WV 25305

Dear Governor Manchin:

Enclosed please find the annual report of the Real Estate Commission for the period ending June 30, 2010, which includes a *Directory of Licensed Real Estate Brokers and Salespersons 2009-2010*. This report is being filed in compliance with the provisions of W. Va. Code § 30-1-12(b).

Respectfully,

  
John H. Reed, III  
Chairman

  
Cheryl L. Skiles  
Secretary

Enc.

cc:	President of the Senate	w/enc.
	Speaker of the House	w/enc.
	Clerk of the Senate	w/enc.
	Clerk of the House	w/enc.
	Secretary of State	w/enc.
	✓ Legislative Librarian	w/enc.
	Culture & History	w/enc.

**WEST VIRGINIA REAL ESTATE COMMISSION**

**2009-2010  
ANNUAL REPORT**

**JOE MANCHIN, III  
GOVERNOR**

**MEMBERS  
REAL ESTATE COMMISSION**

**John H. Reed, III, Chairman  
Vaughn L. Kiger, Vice Chairman  
Cheryl L. Skiles, Secretary  
Kathryn L. Martin  
Kathy J. Zaferatos**

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## **FUNCTIONS OF THE WEST VIRGINIA REAL ESTATE COMMISSION**

The functional objectives of the Real Estate Commission are to administer the provisions of the West Virginia Real Estate License Act in such a manner as to protect the public's best interest and welfare in their real estate dealings through agents. (Chapter 30, Article 40, Code of West Virginia).

The programs of this agency can be generally classified into Administration and Enforcement. These functions include:

- A) Process and qualify applications for licenses
- B) Investigate and test applicants
- C) Issue licenses to qualified applicants
- D) Inspect licensed agents for conformance with the Act
- E) Investigate complaints
- F) Investigate unlicensed activity
- G) Conduct hearings for possible suspension or revocation of a license
- H) Renew licenses
- I) Regulate and accredit schools and instructors offering real estate courses to applicants for real estate license

Serving the public's best interest and welfare is paramount in the effective administration of the Real Estate License Act.

**WEST VIRGINIA REAL ESTATE COMMISSION  
STATEMENT OF REVENUES AND DISBURSEMENTS  
FOR THE PERIOD JULY 1 THROUGH JUNE 30**

REVENUE	2008-2009	2009-2010
License Fees:		
Broker	174,600	169,800
Salesperson	361,800	337,600
Branch Office	16,200	14,700
Replacement	9,090	7,140
Late Fees	12,220	17,290
Examination Fees	13,200	12,300
Certifications	2,430	1,230
Course Registration Fees	4,200	7,050
Other Revenue	<u>8,388</u>	<u>4,469</u>
 TOTAL REVENUE	 602,128	 571,579
 DISBURSEMENTS		
Personal Services	324,170	318,882
Employee Benefits	89,833	96,195
Office Expense	3,810	3,618
Printing	5,8626	6,060
Office Rent	47,156	46,330
Telephone	1,461	1,549
Professional Services	30,409	31,025
Travel	39,963	34,671
Information Systems (IS&C)	11,422	10,019
Equipment Maint. & Rental	6,528	6,528
Association Dues	1,160	1,160
Insurance	2,920	2,924
Hospitality	4,998	1,835
Postage & Freight	10,759	6,503
Misc. Equipment	<u>28,782</u>	<u>492</u>
 TOTAL DISBURSEMENTS	 <u>609,233</u>	 <u>567,791</u>
 EXCESS REVENUE OVER DISBURSEMENTS	 <u>&lt;7,105&gt;</u>	 <u>3,788</u>

**WEST VIRGINIA REAL ESTATE COMMISSION  
 LICENSE STATISTICS  
 JULY 1 THROUGH JUNE 30**

	<b>2008-2009</b>	<b>2009-2010</b>
Brokers, Associate Brokers & Branch Offices Licensed	1,908	1,845
Salespersons Licensed	<u>7,236</u>	<u>6,752</u>
Total Licensed	<u>9,144</u>	<u>8,597</u>

**EXAMINATION STATISTICS**

	<b>2008-2009</b>	<b>2009-2010</b>
Broker Examinations	78	82
Passed	35	40
Percentage	45%	49%
Failed	43	42
Percentage	55%	51%
 Salesperson Examinations	 450	 410
Passed	305	300
Percentage	68%	73%
Failed	145	110
Percentage	32%	27%

**WEST VIRGINIA REAL ESTATE COMMISSION  
COMPLAINTS RECEIVED  
JULY 1, 2009 THROUGH JUNE 30, 2010**

<u>COMPLAINT #</u>	<u>RECEIVED</u>	<u>DISPOSITION</u>
P-10-001	07/14/09	Dismissed
C-10-002	07/15/09	Pending End of Year
P-10-003	07/24/09	Dismissed
L-10-004	07/28/09	Dismissed
L-10-005	08/05/09	Hearing
P-10-006	08/11/09	Dismissed
P-10-007	08/13/09	Dismissed
P-10-008	08/24/09	Dismissed
L-10-009	08/21/09	Dismissed
P-10-010	09/08/09	Dismissed
P-10-011	09/14/09	Dismissed
C-10-012	09/17/09	Pending End of Year
C-10-013	09/17/09	Dismissed
P-10-014	09/18/09	Dismissed
P-10-015	09/25/09	Dismissed
P-10-016	10/05/09	Dismissed
P-10-017	10/13/09	Dismissed
P-10-018	10/19/09	Dismissed
P-10-019	10/19/09	Pending End of Year
P-10-020	10/22/09	Dismissed
P-10-021	10/30/09	Pending End of Year
L-10-022	11/17/09	Dismissed
P-10-023	11/20/09	Dismissed
P-10-024	12/02/09	Pending End of Year
L-10-025	12/04/09	Dismissed
P-10-026	12/07/09	Dismissed
C-10-027	12/10/09	Pending End of Year
P-10-028	01/11/10	Pending End of Year
P-10-029	01/15/10	Dismissed
L-10-030	01/15/10	Consent
P-10-031	01/22/10	Dismissed
P-10-032	01/28/10	Dismissed
P-10-033	02/10/10	Dismissed
P-10-034	02/12/10	Dismissed
L-10-035	02/18/10	Consent
P-10-036	03/18/10	Pending End of Year
P-10-037	03/25/10	Pending End of Year
P-10-038	04/08/10	Dismissed
P-10-039	04/15/10	Dismissed
C-10-040	04/29/10	Pending End of Year
P-10-041	05/07/10	Dismissed
P-10-042	05/24/10	Pending End of Year
C-10-043	06/17/10	Pending End of Year
P-10-044	06/28/10	Pending End of Year
C-10-045	06/30/10	Pending End of Year

