



**REAL ESTATE COMMISSION MEETING**  
Insurance, Securities, Banking, and Real Estate Division  
Department of Revenue and Taxation  
U.S. Territory-Guam

**MINUTES OF MEETING**

**Date:** Thursday, September 21, 2017  
**Time:** 2:00 p.m.  
**Place:** Director's Conference Room  
Department of Revenue and Taxation  
1240 Army Drive  
Barrigada, Guam 96913

**Present:** Chris Murphy, Chair  
Marcel Camacho, Vice-Chair  
Odessa Martinez, Commission Member  
Toni Johnson, Commission Member  
Alice Sebastian-Cruz, Commission Secretary

**Other:** Lena Valenzuela, Licensed Real Estate Appraiser, Chief Appraisals  
Gutierrez, Richard, Certified Residential Appraiser, Chief Appraisals  
Pearlita Hoffschneider, ISBRE Personnel

**Call to Order:** The Chair called the meeting to order at 2:10 p.m.

**Roll Call/  
Quorum:** The Chair called roll at which time quorum was established.

**Minutes of  
Previous** The Chair noted first inaugural meeting therefore no minutes to review. Vice-Chair suggested at this time approval of agenda; upon a motion by Chair, seconded by Vice-Chair moved for approval with inserts under New Business two items: *1). Discussion of legal counsel as no. (9), 2). Additional Real Estate Commission Members as no. (10)*. The Chair added to New Business as *no. (11) Dual Agency Laws and Forms*, upon motion by Chair, seconded by Commission Board Member Toni Johnson, it was voted on and unanimously carried to accept amended agenda.

**Officer's  
Report** The Chair pointed out first inaugural meeting therefore no officer's report.



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**Committee  
Report**

The Chair expressed first inaugural meeting therefore no committee report.

**Old  
Business**

The Chair mentioned first inaugural meeting therefore no old business.

**New  
Business**

**Election of Officers**

Upon a motion by The Chair, seconded by Vice-Chair, it was voted on and unanimously carried to accept ratification of officers elected as follows:

Chris Murphy	Commission Chairman
Marcel Camacho	Commission Vice Chairman
Alice Sebastian-Cruz	Commission Secretary

**Overview of Commission Objectives**

The Chair opened, discussed, and in consensus the following key objectives resulted: Licensing Process (to include education segments), Consumer Complaint Process, Real Estate Laws Review and Modification, Automation of Licensing Process and Educational Courses.

**Election of Committee Chairman**

Upon a motion by Commission Secretary Cruz, seconded by Vice Chair, it was voted on and unanimously carried election of committee chairs as follows:

Alice Sebastian-Cruz	Grievance/Compliant Committee
Odessa Martinez Toni Johnson	Property Management (Landlord Tenant) and Technology
Chris Murphy Marcel Camacho	Education & Legislative

**Overview/Review of Compliant Procedures**

The Chair opened, discussed, and in consensus to set a working session upon further review of the following: Chapter 9 Administrative Adjudication Law-Process, REC-AGO Working Relationship/Status, and Nature of Compliant /Process/Sanctions.



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**Approval of REC Seal**

Commission Member Odessa Martinez presented sample options. Upon further discussion, Sample A was selected to include redesign modification tabled for approval.

**Approval of Chapter 102 Revision**

Upon a motion and amended by The Vice- Chair, seconded by Commission Member Odessa Martinez, it was voted on and unanimously carried to accept Chapter 102 Revision to include editorial changes. The Chair added that an appointment with Senator San Agustin will be set for presentation of final revision.

**Approval of Seller's Real Property Disclosure Law and Form**

Upon a motion by Commission Member Odessa Martinez, seconded by Commission Member Toni Johnson, it was voted on and unanimously carried to approve subject to proposed changes to *standard 10 calendar days* and to include "As Is" statement.

**Notation:**

The Chair excuses Vice-Chair from meeting at 3:10 pm, quorum maintained.

**Review and Discussion on Bill No. 144-34**

The Chair opened, discussed, and in consensus, to further review and submit input of REC members via email to accept at status quo or implement modifications resulting in a collaborative initiative reflective of *The Commission's* position and opinion for submission to Senator Nelson.

**Legal Counsel**

The Chair opened and discussed the need for a legal counsel for The Commission. Commission Member Odessa Martinez opens nomination of names. Commission Member Toni Johnson suggested another avenue for prospective nominees would be the legal counsel of the Governor's Office.

**Additional Real Estate Commission Member**

The Chair opened, discussed, and in consensus, to follow through with the Governor's Office of the member at large nominee status.



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**Dual Agency Laws and Forms**

The Chair opened, discussed, and in consensus, to study further and reconvene to finalize and submit for legislative approval.

Open  
Discussion

Commission Member Toni Johnson opens and takes agenda item J. (1.) *Announcement* out of sequence for efficiency purposes and made suggested changes on *Proposed Meeting Dates FY 2018, 1<sup>st</sup> Qtr – December 23, 2017 to December 06, 2017*. In acknowledged consensus, all other meeting dates at status quo with modification recognized to include standard meeting time to be 10:00 am.

Public  
Forum

The Chair opens floor for public participants and discussion; Lena Valenzuela, Licensed Real Estate Appraiser of Chief Appraisals addresses The Commission with two issues of concerns of the growth potential and constraints of the Appraisal Industry: (1) On-Island Approved Exam Providers/Testing Centers and (2) Affidavit of True Consideration as a recognized public instrument. The Chair suggested that a formal letter be submitted for the commission's review.

Announcement

Incorporated with agenda item H. *Open Discussion*.

Other

Incorporated with agenda item H. *Open Discussion*.

Adjournment

With no further business to discuss, the Chair adjourned the meeting at 3:53 pm, motioned by Commission Secretary Alice Sebastian-Cruz, seconded by Commission Member Toni Johnson.

09/26/17:

Prepared and Submitted by:



Pearlita L. Hoffschneider  
ISBRE Personnel

Confirmed by:



Alice P. Sebastian-Cruz  
Real Estate Commission Secretary