

# **ANNUAL REPORT – FY 2023**



## **West Virginia Real Estate Commission**

**300 Capitol Street  
Suite 400  
Charleston, West Virginia 25301**



ROBERT D. KENNEN  
CHAIRMAN

JAMES S. WALKER  
VICE CHAIRMAN

JOSEPH T. BEVIL  
COMMISSIONER

**STATE OF WEST VIRGINIA  
REAL ESTATE COMMISSION**

300 CAPITOL STREET, SUITE 400

CHARLESTON, WV 25301

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ROBERT L. WRIGHT II  
SECRETARY

MARGARET BARTLES  
COMMISSIONER

KERI L. FERRO  
EXECUTIVE DIRECTOR

December 14, 2022

The Honorable James C. Justice, II  
Governor of West Virginia  
State Capitol  
1900 Kanawha Blvd., East  
Charleston, WV 25305

Dear Governor Justice:

On behalf of the West Virginia Real Estate Commission, we are pleased to provide you with our Annual Report for FY20223. This report is hereby submitted in compliance with mandates of the statutory requirements of W.Va. Code §30-1-12(b).

Respectfully,

A handwritten signature in black ink, appearing to read "Robert Kennen".

Robert D. Kennen  
Chairman

A handwritten signature in blue ink, appearing to read "Keri Ferro".

Keri Ferro  
Executive Director

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.

## TABLE OF CONTENTS

Commissioners. ....	4
Registration Reporting Summary .....	5
Receipts and Disbursements .....	6
Disciplinary Actions.....	8
Examination Statistics.....	12
Licensees by County.....	13
Board Meeting Minutes .....	15
Roster of Real Estate Professionals in West Virginia ..	

# WEST VIRGINIA STATE REAL ESTATE COMMISSION

## Board Member

## Term Limit

Robert D. Kennen	Chairman	June 30, 2025
James S. Walker	Vice-Chairman	Expired
Robert L. Wright	Secretary	Expired
Joseph T. Bevil	Member	June 30, 2027
Margaret S. Bartles	Member	June 30, 2024

## **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

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

<b>REVENUE</b>	<b>FY 22</b>	<b>FY 23</b>
License Renewal Fees:		
Broker	\$199,050	\$190,175
Salesperson	\$388,500	\$370,450
Branch Office	\$16,350	\$14,800
Application	\$83,600	\$94,795
Late Fees	\$6,890	\$12,500
Certifications	\$5,505	\$6,640
Course Registration Fees	\$5,300	\$3,050
Other Revenue	<u>\$36,376</u>	<u>\$30,985</u>
 TOTAL REVENUE	 \$741,571	 \$723,395

<b>DISBURSEMENTS</b>	<b>FY 22</b>	<b>FY 23</b>
Personal Services	\$410,684	\$470,987
Employee Benefits	\$151,538	\$106,938
Office Expense	\$10,489	\$7,942
Printing	\$0	\$0
Rental Expense	\$60,657	\$60,949
Telecommunications	\$9,209	\$11,933
Contractual Services	\$25	\$19
Professional Services	\$39,644	\$29,043
Travel	\$42,820	\$55,737
Computer Services	\$37,030	\$33,934
Equipment Maint. & Rental	\$3,163	\$3,163
Association Dues	\$1,644	\$5,829
Insurance	\$4,094	\$5,572
Advertising	\$5,050	\$0
Hospitality & Food	\$5,429	\$1,461
Postage & Freight	\$3,351	\$6,816
Payment of Claims	\$0	\$0
Miscellaneous & Other	<u>\$31,250</u>	<u>\$25,651</u>
 TOTAL DISBURSEMENTS	 <u>\$816,077</u>	 <u>\$825,974</u>

# Disciplinary Actions

## FY2022 Complaints

P-22-001	Richard Smallwood -vs- Multiple Respondents	Dismissed
P-22-002	James E. & Cheryl L. Robinson -vs- Brandilyn Lee Davis	Dismissed
P-22-003	Craig Bessinger -vs- Jane Wilson	Dismissed
L-22-004	Glen B. Ewald -vs- Brandon Hicks & Christy Wood	Consent Decree
P-22-005	Guillermo & Hilda Bonilla -vs- Erin Davis & Craig See	Dismissed
P-22-006	Todd and Peggy McQueen -vs- Dorothy Arbogast	Dismissed
P-22-007	Larry & Marian Moore -vs- James Miller	Dismissed
C-22-008	WVREC -vs- Brenda Darlene Annon & Rebecca K. Larew	Consent Decree
P-22-009	Beverly L. Kesecker -vs- Tracy & Heather Adams	Dismissed
P-22-010	Donna Rose -vs- Cheryl Ann Leina'ana White	Dismissed
P-22-011	Dana & Tracy Raban -vs- elise Wade & Christy Wood	Dismissed
P-22-012	Jeffrey Sauer -vs- Lois M. Groves	Dismissed
P-22-013	Michael Griffith -vs- April Boggs	Dismissed
P-22-014	Angela O'Dell -vs- Eddie Lee Richards & Kimberly Jo Tetric	Dismissed
C-22-015	WVREC -vs- John Aderholt & Charles Krushansky	Consent Decree
C-22-016	WVREC -vs- Mark Peter Madore & Margaret Osbourne	Consent Decree
C-22-017	WVREC -vs- Apryll Boggs	Consent Decree
C-22-018	WVREC -vs- Earnest H. Hueter & Brian E. Finklestein	Consent Decree
C-22-019	WVREC -vs- Andrew Daniel Weber & Josh M. Conaway	Consent Decree
C-22-020	WVREC -vs- John Hayes Gilliland	Consent Decree
C-22-021	WVREC -vs- Cheri L. Lambert & George S. Yost	Consent Decree
C-22-022	WVREC -vs- Matthew Shannon Hurley	Consent Decree



C-22-023	WVREC -vs- Amanda Miller & Ralph J. Miller	Consent Decree
L-22-024	Missy Morris -vs- Shannon E. O'Rourke & Amber E. Mouser	Dismissed
L-22-025	George Yost -vs- Christy Wood & Brandon Hicks	Consent Decree
L-22-026	Glen Ewald -vs- Brandon Hicks	Consent Decree
C-22-027	WVREC. -vs- Kenneth F. Lowe, Jr & Charles Shultz	Consent Decree
C-22-028	WVREC -vs- Howard Hanna & Gregory Scott	Consent Decree
C-22-029	WVREC -vs- Paul Katrivanos & Mary G. Ratchford	Consent Decree
C-22-030	WVREC -vs-Trisha A. Williams & Audrea R. Grubb	Consent Decree
C-22-031	WVREC -vs- James J. Wilding	Consent Decree
L-22-032	Carolyn Ragan -vs- Christy Wood & Brandon Hicks	Consent Decree
P-22-033	Edward J. Kalin -vs- Richard Grist	Consent Decree
P-22-034	William C. & Ann C. Mccuch -vs- Carolyn Young	Dismissed
L-22-035	Christy Hayes -vs- Tracy Evans	Consent Decree
P-22-036	Ronnie & Diana Wood -vs- Dawn R. Whisman	Dismissed
P-22-037	Stephanie Mowdy -vs- Michelle Spreaker	Dismissed
L-22-038	Gwen Samms -vs- Corey Jackson	Dismissed
P-22-039	John E. Kay -vs- Anthony Runyan	Dismissed
P-22-040	Daryn Deem-vs-Jessica Jarrett & Tinie Whiting	Dismissed
P-22-041	Derek Scovell & Lisa Dix -vs- Barton & Lisa Cole	Dismissed
P-22-042	Debra & John Sheets -vs- Aaron Marko	Dismissed
P-22-043	Scott Miller -vs- Josie Moore	Dismissed
P-22-044	Bedford E. Nicholes -vs- Christy Short	Dismissed

## FY2023 Complaints

P-23-001	Bryan Buie & Bridget Johnson VS. Brianna Goetting & Elizabeth McDonald	Dismissed
P-23-002	Bryan Garretson v. Christy Wood	Consent Decree

P-23-003	C. Louise Frederico VS. Richie Stout, Jay Deeds, Stacy Lawing	Dismissed
C-23-004	WV REC vs Brianna M. Goetting	Dismissed
P-23-005	Crista Nezhni vs. Jamie Renee Adkins	Dismissed
P-23-006	Kelsey Cook vs. Tim Berry	Dismissed
P-23-007	Gerda Augustin v. Anthony Jackson	Dismissed
L-23-008	Katrina Bonfili vs. Laird Knight	Consent Decree
P-23-009	Melissa A. Saverine vs. Jalan Dudley and Bill Kenny	Dismissed
L-23-010	Tiffany Russell vs. Donell Holbert	Dismissed
P-23-011	Barbara A. Moxon v. Earl Snyder	Dismissed
L-23-012	Amanda McCarty v. Missy Morris	Dismissed
C-23-013	WV REC vs Angela Marie Crawford (EXP Realty)	Consent Decree
P-23-014	Teresa Smith v. Brad Lewis	Dismissed
P-23-015	Richard & Debroah Shumate v. Christy Wood	Dismissed
P-23-016	Nicolise Louis & Philip Lee v. Bernard J. Lombard III	Dismissed
P-23-017	Scott Hammerbeck & Karen Wilson -vs- Becky Fidler & Donell Holbert	Consent Decree
C-23-018	WV REC vs RD Properties, Susan DeTemple	Consent Decree
C-23-019	WV REC vs Rachel A. Riddle & Joshua Conaway	Consent Decree
P-23-020	Paige Pohopin vs Matthew Ridgeway	Consent Decree
P-23-021	Stephen Tasker vs Denise Pavlik	Dismissed
C-23-022	WV REC v Rob Krop	Consent Decree
C-23-023	WV REC v John R. Daniels & Robert G. Core	Dismissed
C-23-024	WV REC v Christa R. Mansfield & Dean E. Dawson	Dismissed
C-23-025	WV REC v Anthony T. Herbert III & John Wohlever	Dismissed
C-23-026	WV REC v Satyanarayana Kunthsam & Lori O'Day	Dismissed
C-23-027	WV REC v Valerie L. Wall & Travis J. Broadwater	Dismissed
C-23-028	WV REC v Luke R. Lively & James E. Lively	Dismissed
C-23-029	WV REC v Carl A. Fischer	Dismissed
C-23-030	WV REC v Gregory A. Hopkins & Dandridge J. Adamski	Dismissed
C-23-031	WV REC v Geoffrey R. Greco & Dandridge J. Adamski	Dismissed

C-23-032	WV REC v Brian P. Damewood & Jeannen Marconi	Dismissed
C-23-033	WV REC vs Lisa D. Smith & Kimberly Kowalski	Consent Decree
C-23-034	WV REC vs Shawn D. Kelly	Dismissed
C-23-035	WV REC vs Vickie L. Jenkins	Consent Decree
C-23-036	WV REC vs Beth A. Long & Ray L. Jones	Consent Decree
P-23-037	Lee A. Wiiki v Matt Kilmer	Dismissed
P-23-038	SGCAMDEN LLC (Sandeep Gupta) -vs- Lisa Lyons	Dismissed
P-23-039	Eric Arkfeld -vs- Jeff Haymaker & Patrick Schneble	Consent Decree
P-23-040	Christorpher McVicker -vs- Lydia Hambrick	Dismissed
L-23-041	Jonathon C. Allison -vs- Martha Hilton	Dismissed
L-23-042	Jonathon C. Allison -vs- Angela Crawford & Sasha Ennis	Dismissed
L-23-043	Linda Syslo vs Michelle Dodrill	Dismissed
L-23-044	Lori Dilley vs Samantha Layne	Dismissed
L-23-045	Jeffrey C. Stevens vs Jacob Robinson & Larry David Dean	Consent Decree
P-23-046	David C. Tabb vs Steven Stolipher	Dismissed
P-23-047	Craig & Melinda Boyd -vs- James Vance	Dismissed
L-23-048	David Chinn -vs- Kenneth Bryant & Mark Mansour	Dismissed
P-23-049	James Rollans -vs- James Cavender	Dismissed
L-23-050	Kristina Granados -vs- Patrick Gaidrich/LGI Homes	Dismissed

# Examination Statistics

Fiscal Year 2022

	<u>Broker Examinations</u>	<u>Salesperson Examinations</u>
Exams Taken	37	896
Passed	24	402
% Passed	65%	45%
Failed	13	494
% Failed	35%	55%

First Half Fiscal Year 2023

Date Range: July 1, 2022-Dec 31, 2022

Exam: Salesperson

Month	Year	<u>National Examination</u>						<u>State Examination</u>					
		<u>All Candidates</u>			<u>First Time Testing</u>			<u>All Candidates</u>			<u>First Time Testing</u>		
		Pass	Fail	% Pass	Pass	Fail	% Pass	Pass	Fail	% Pass	Pass	Fail	% Pass
July	2022	27	46	37%	17	22	44%	35	31	53%	22	18	55%
August	2022	39	53	42%	22	25	47%	45	30	60%	27	21	56%
September	2022	31	56	36%	22	26	46%	45	38	54%	29	19	60%
October	2022	33	34	49%	22	17	56%	46	18	72%	38	9	81%
November	2022	31	54	36%	16	26	38%	42	30	58%	28	18	61%
December	2022	20	23	47%	15	15	50%	19	18	51%	7	8	47%
<b>Total:</b>		<b>181</b>	<b>266</b>	<b>40%</b>	<b>114</b>	<b>131</b>	<b>47%</b>	<b>232</b>	<b>165</b>	<b>58%</b>	<b>151</b>	<b>93</b>	<b>62%</b>

Exam: Broker

Month	Year	<u>National Examination</u>						<u>State Examination</u>					
		<u>All Candidates</u>			<u>First Time Testing</u>			<u>All Candidates</u>			<u>First Time Testing</u>		
		Pass	Fail	% Pass	Pass	Fail	% Pass	Pass	Fail	% Pass	Pass	Fail	% Pass
July	2022	2	0	100%	1	0	100%	1	0	100%	1	0	100%
August	2022	4	1	80%	3	1	75%	3	2	60%	2	2	50%
September	2022	1	2	33%	1	1	50%	4	1	80%	1	1	50%
October	2022	2	2	50%	1	2	33%	4	2	67%	4	2	67%
November	2022	0	1	0%	2	0	100%	2	0	100%	4	2	67%
December	2022	4	1	80%	3	1	75%	5	1	83%	2	0	100%
<b>Total:</b>		<b>13</b>	<b>7</b>	<b>65%</b>	<b>11</b>	<b>5</b>	<b>69%</b>	<b>19</b>	<b>6</b>	<b>76%</b>	<b>14</b>	<b>7</b>	<b>67%</b>

# Number of Brokers, Associate Brokers, & Salespersons by County

## FY 2022 Licensees by County

<u>Barbour</u> Broker - 0 Associate – 0 Sales – 0	<u>Berkeley</u> Broker - 63 Associate – 28 Sales –383	<u>Boone</u> Broker -2 Associate – 1 Sales – 7	<u>Braxton</u> Broker -2 Associate – 2 Sales – 6	<u>Brooke</u> Broker - 1 Associate – 1 Sales – 15
<u>Cabell</u> Broker - 24 Associate – 9 Sales – 138	<u>Calhoun</u> Broker - 2 Associate - 2 Sales - 5	<u>Clay</u> Broker - 1 Associate – 0 Sales – 1	<u>Doddridge</u> Broker - 0 Associate – 0 Sales – 4	<u>Fayette</u> Broker - 8 Associate – 3 Sales – 23
<u>Gilmer</u> Broker - 3 Associate – 0 Sales – 9	<u>Grant</u> Broker - 5 Associate – 0 Sales – 15	<u>Greenbrier</u> Broker - 30 Associate – 11 Sales – 118	<u>Hampshire</u> Broker - 12 Associate – 4 Sales – 36	<u>Hancock</u> Broker - 4 Associate – 5 Sales – 25
<u>Hardy</u> Broker - 7 Associate – 4 Sales – 24	<u>Harrison</u> Broker - 21 Associate – 12 Sales – 136	<u>Jackson</u> Broker - 8 Associate – 2 Sales – 43	<u>Jefferson</u> Broker - 38 Associate – 12 Sales – 245	<u>Kanawha</u> Broker - 58 Associate – 29 Sales – 322
<u>Lewis</u> Broker - 4 Associate – 0 Sales – 29	<u>Lincoln</u> Broker - 1 Associate – 0 Sales – 1	<u>Logan</u> Broker - 3 Associate – 2 Sales – 16	<u>Marion</u> Broker - 16 Associate – 14 Sales – 96	<u>Marshall</u> Broker - 3 Associate – 1 Sales – 36
<u>Mason</u> Broker - 3 Associate – 2 Sales – 18	<u>McDowell</u> Broker - 0 Associate – 0 Sales – 2	<u>Mercer</u> Broker - 17 Associate – 5 Sales – 78	<u>Mineral</u> Broker - 5 Associate – 2 Sales – 32	<u>Mingo</u> Broker - 4 Associate – 0 Sales – 3
<u>Monongalia</u> Broker - 37 Associate – 22 Sales – 293	<u>Monroe</u> Broker - 3 Associate – 1 Sales – 16	<u>Morgan</u> Broker - 9 Associate – 3 Sales – 41	<u>Nicholas</u> Broker - 4 Associate – 2 Sales – 22	<u>Ohio</u> Broker - 16 Associate – 5 Sales – 99

<u>Pendleton</u> Broker - 5 Associate – 3 Sales – 11	<u>Pleasants</u> Broker - 3 Associate – 1 Sales – 6	<u>Pocahontas</u> Broker - 11 Associate – 4 Sales – 24	<u>Preston</u> Broker - 10 Associate – 7 Sales – 31	<u>Putnam</u> Broker - 29 Associate – 11 Sales – 184
<u>Raleigh</u> Broker - 18 Associate – 12 Sales – 123	<u>Randolph</u> Broker - 8 Associate – 3 Sales – 30	<u>Ritchie</u> Broker - 2 Associate – 0 Sales – 5	<u>Roane</u> Broker - 4 Associate – 2 Sales – 13	<u>Summers</u> Broker - 2 Associate – 1 Sales – 11
<u>Taylor</u> Broker - 2 Associate – 0 Sales – 13	<u>Tucker</u> Broker - 6 Associate – 2 Sales – 9	<u>Tyler</u> Broker - 1 Associate – 0 Sales – 3	<u>Upshur</u> Broker - 6 Associate – 4 Sales – 21	<u>Wayne</u> Broker - 5 Associate – 0 Sales – 31
<u>Webster</u> Broker - 1 Associate – 0 Sales – 0	<u>Wetzel</u> Broker - 2 Associate – 3 Sales – 10	<u>Wirt</u> Broker - 0 Associate – 0 Sales – 1	<u>Wood</u> Broker - 23 Associate – 7 Sales – 134	<u>Wyoming</u> Broker - 1 Associate – 0 Sales – 5

#### **FY 2023 Licensees by County**

<u>Barbour</u> Broker - 0 Associate – 0 Sales – 6	<u>Berkeley</u> Broker - 60 Associate – 26 Sales – 391	<u>Boone</u> Broker - 2 Associate – 1 Sales – 6	<u>Braxton</u> Broker - 2 Associate – 2 Sales – 6	<u>Brooke</u> Broker - 0 Associate – 2 Sales – 18
<u>Cabell</u> Broker - 25 Associate – 7 Sales – 151	<u>Calhoun</u> Broker - 2 Associate - 2 Sales - 6	<u>Clay</u> Broker - 1 Associate – 0 Sales – 1	<u>Doddridge</u> Broker - 0 Associate – 0 Sales – 5	<u>Fayette</u> Broker - 6 Associate – 3 Sales – 26
<u>Gilmer</u> Broker - 2 Associate – 0 Sales – 5	<u>Grant</u> Broker - 4 Associate – 0 Sales – 17	<u>Greenbrier</u> Broker - 29 Associate – 9 Sales – 120	<u>Hampshire</u> Broker - 12 Associate – 4 Sales – 41	<u>Hancock</u> Broker - 6 Associate – 5 Sales – 25
<u>Hardy</u> Broker - 7 Associate – 4 Sales – 25	<u>Harrison</u> Broker - 18 Associate – 13 Sales – 146	<u>Jackson</u> Broker - 7 Associate – 1 Sales – 43	<u>Jefferson</u> Broker - 43 Associate – 13 Sales – 269	<u>Kanawha</u> Broker - 62 Associate – 29 Sales – 338

<u>Lewis</u> Broker - 5 Associate – 0 Sales – 29	<u>Lincoln</u> Broker - 1 Associate – 0 Sales – 7	<u>Logan</u> Broker - 2 Associate – 1 Sales – 14	<u>Marion</u> Broker - 14 Associate – 11 Sales – 103	<u>Marshall</u> Broker - 2 Associate – 4 Sales – 37
<u>Mason</u> Broker - 3 Associate – 2 Sales – 23	<u>McDowell</u> Broker - 0 Associate – 0 Sales – 1	<u>Mercer</u> Broker - 17 Associate – 4 Sales – 79	<u>Mineral</u> Broker - 5 Associate – 2 Sales – 28	<u>Mingo</u> Broker - 4 Associate – 0 Sales – 2
<u>Monongalia</u> Broker - 36 Associate – 22 Sales – 317	<u>Monroe</u> Broker - 3 Associate – 1 Sales – 26	<u>Morgan</u> Broker - 7 Associate – 3 Sales – 38	<u>Nicholas</u> Broker - 3 Associate – 2 Sales – 26	<u>Ohio</u> Broker - 19 Associate – 8 Sales – 113
<u>Pendleton</u> Broker - 6 Associate – 2 Sales – 10	<u>Pleasants</u> Broker - 3 Associate – 1 Sales – 5	<u>Pocahontas</u> Broker - 11 Associate – 3 Sales – 24	<u>Preston</u> Broker - 10 Associate – 7 Sales – 34	<u>Putnam</u> Broker - 28 Associate – 11 Sales – 172
<u>Raleigh</u> Broker - 18 Associate – 10 Sales – 125	<u>Randolph</u> Broker - 9 Associate – 3 Sales – 32	<u>Ritchie</u> Broker - 2 Associate – 0 Sales – 4	<u>Roane</u> Broker - 3 Associate – 3 Sales – 12	<u>Summers</u> Broker - 1 Associate – 1 Sales – 10
<u>Taylor</u> Broker - 2 Associate – 0 Sales – 18	<u>Tucker</u> Broker - 6 Associate – 2 Sales – 9	<u>Tyler</u> Broker - 1 Associate – 0 Sales – 5	<u>Upshur</u> Broker - 7 Associate – 4 Sales – 23	<u>Wayne</u> Broker - 4 Associate – 0 Sales – 34
<u>Webster</u> Broker - 1 Associate – 0 Sales – 0	<u>Wetzel</u> Broker - 3 Associate – 3 Sales – 9	<u>Wirt</u> Broker - 0 Associate – 0 Sales – 1	<u>Wood</u> Broker - 22 Associate – 11 Sales – 134	<u>Wyoming</u> Broker - 0 Associate – 0 Sales – 5