

## 2022 Calendar

Georgia Instructor Training  
Workshop (GIT)

- October 17-18, 2022  
Atlanta, GA

For more Info, visit  
[greea.org](http://greea.org)

[Link to  
Proposed Rule  
Changes](#)

To sign up to  
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[Link to GREC  
Disciplinary Actions](#)  
View Current  
Suspensions and  
Revocations

Georgia Real Estate Infobase  
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## Case in A Capsule

A Salesperson noticed two quality homes on the market that she thought she could advertise. The Salesperson had a personal website and decided to post the two properties on her website even though they were listed with another Firm. Her thought was that if she found a buyer, it would not matter anyway. (Wrong!)

She did not have the permission of the listing Firm to advertise the properties. She had not submitted the content of the website to her Broker for review before launching the website. She failed to include the name and telephone number of her Broker or the name of the Broker holding the listing.

She was issued a Citation, ordered to pay a total of \$500 that included a fine and reimbursement to the Commission for its administrative, investigative, and legal costs and expenses.

## Two Job Opportunities at the Georgia Real Estate Commission

### Investigator

<https://grec.state.ga.us/wp-content/uploads/pdfs/About/HireREInvestigator%20August%20%202022.pdf>

### Information Specialist

<https://grec.state.ga.us/wp-content/uploads/pdfs/About/HireInfoSpec%20August%202022.pdf>

## September 2022 Commission Actions Taken

Cases Sent to the Attorney General for Review and Disposition by Consent Order or by Hearing	4
Cease & Desist Orders Issued	2
Citations Issued	7
Letter of Findings Issued	1
Consent Orders Entered Into	1
Final Orders of Revocation of Licensure	1
Cases Closed for Insufficient Evidence or No Apparent Violation	26
Licensing Cases - Applicant has a Criminal Conviction - License Issued	5
Licensing Cases - Applicant has a Criminal Conviction - License Denied	1
<b>Total</b>	<b>48</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**(Approved as  
License Law  
CE and  
approved as  
Instructor 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**  
Suite 1000  
International Tower  
229 Peachtree Street NE  
Atlanta, GA 30303-1605  
Phone 404-656-3916

# Real Estate Humor



- ✚ What kind of building weighs the least? A lighthouse.
- ✚ My clients put in an offer on a two-story house - One story before the offer, another story after the offer.
- ✚ How many insects do you need to make money from your rental unit? Tenants.
- ✚ Why did the real estate agent refuse to show a riverfront property? It was too current.
- ✚ My bread and butter are listings with finished basements. They're my best cellars!
- ✚ My truck driver client was so difficult to please. He kept saying he wanted a house with long haul ways.
- ✚ Two pharaohs in ancient Egypt were shopping for a new pyramid, so they contacted a local real estate agent.  
Buyers: "We want the cheapest pyramid you have."  
Agent: "Most of my pharaoh clients want the luxurious pyramids since they can last for 3,000 years or more. Can I ask why you only want to look at cheap pyramids?"  
Buyers: "We want to get our mummy's worth."

**Source:** <https://theclose.com/real-estate-jokes/>, Emile L'Eplattenier

## Absolutely Must Know

The real estate Licensee must keep current with changes in terminology and phraseology to provide competent and professional service to clients. Much of real estate and each specialty within the real estate industry has its own set of terminology. Whether it is residential or commercial real estate or property management, each specialty has acronyms and various terms such as leasing structures, quoted rates, residential terms, acronyms applicable to loan approvals, or environmental issues.

The Georgia Real Estate Infobase, accessible from a link on the GREC website at <https://grec.state.ga.us/information-research/infobase-main/> can be a useful tool to find definitions and explanations for various concepts and terms.

In fact, there is a Glossary section of the Infobase that provides links to different real estate dictionaries online. The link at <http://www.realestateabc.com/glossary/> provides an alphabetical index for terminology.



### Focus on Terminology: “Realtor®”

The term Realtor® is a registered trademark name and can be clarified from the explanation at their web site. Many people or even publications that are not in the real estate industry, mistakenly refer to all real estate licensees as Realtors®, when in fact not all licensees are members, and only members of a Board of Realtors® can be accurately referred to as a Realtor®. The term Realtor® is defined in the InfoBase glossary as “A real estate agent, broker or an associate who holds active membership in a local real estate board that is affiliated with the National Association of Realtors.” The “board” is a membership organization, unrelated to the Georgia Real Estate Commission which is a regulatory licensing authority of the State of Georgia.