

Andy Beshear
Governor

Jacqueline Coleman
Lieutenant Governor



Ray A. Perry
Secretary

DJ Wasson
Deputy Secretary

PUBLIC PROTECTION CABINET
Kentucky Real Estate Authority
Kentucky Real Estate Commission
500 Mero Street, 2NE09
Frankfort, KY 40601
Phone: (502) 564-7760

**KENTUCKY REAL ESTATE COMMISSION
MAIN MEETING**

MEETING MINUTES

January 15, 2026

9:00 a.m. ET

Mayo-Underwood Building

500 Mero Street

Frankfort, Kentucky 40601

Hearing Room 229NE

This meeting occurred via Microsoft Teams Meeting video teleconference, pursuant to KRS 61.826

A meeting of the Kentucky Real Estate Commission (“KREC” or “Commission”) was held on January 15, 2026, at the Mayo-Underwood Building, Frankfort, KY 40601, Conference Room 229NE, and by videoconference via MS Teams.

Commissioners Present

Chairperson Larry Disney

Commissioner Anthony Sickles

Commissioner Kenneth Sagan

Commissioner Jennifer Brown Day

Commissioner Raquel Carter

Commissioner Anne West Butler

KREA Staff

Tracy Caroll, Executive Director

Gerald Florence, Deputy Executive Director

Patrick Riley, General Counsel

Randy Kloss, Investigator

Libby Johnson, Board Coordinator (KREC)

Brittany Creech, Board Coordinator (KREAB)

Tim Nehring, Investigator

Seth Branson, Procedural Development Specialist II



Call to Order and Guest Welcome

The Kentucky Real Estate Commission meeting was called to order by Commissioner Disney at 9:00 a.m. ET on January 15, 2026. Roll call was taken, and a quorum was present. Guests were welcomed and an introduction to Commissioners was made.

Approval of Meeting Minutes

Commissioner Sagan made a motion to approve the December 18, 2025, meeting minutes as presented. Commissioner Day seconded the motion. With all in favor, the motion carried unanimously.

KREA Update

Executive Director Tracy Carroll provided the KREA update and stated that the PSI exam is expected to be finalized and released by March 2026. She also encouraged commissioners to reach out at any time with ideas on how Education, Research & Recovery funds could be used in ways that benefit both the agency and licensees.

Deputy Executive Director Gerald Florence announced that KREA's new paralegal, Rachel Couch, will begin on January 16, 2026. He shared that KREA is excited to welcome Ms. Couch and her 19 years of experience to the team. Mr. Florence also noted that he recently returned from an ARELLO leadership conference and expressed appreciation for the opportunity to attend, as these conferences provide valuable insight and continued learning within the industry.

Mr. Florence was pleased to report that this year saw the lowest number of license cancellations in KREA's history, which he attributed to proactive approach of staff of sending renewal reminders beginning in October 2025. As a result, staff will be able to remain productive in their daily duties without being overwhelmed by a large volume of reinstatement mail.

Mr. Florence reviewed the current budget with the Commissioners and those in attendance. He presented the following:



Real Estate Commission
58-677-677A-677E-JEE0-13N8

		FY24 Actual	FY25 Actual	FY26 Operating Budget 7/2025	FY26 YTD 1/5/26
	Source of Funds				
	Restricted Funds				
	Balance Forward	1,565,978.08	2,822,101.48	1,855,100.00	1,855,067.72
R382	License Examination Fee	60.00	341,600.00	345,000.00	174,700.00
R383	Initial License Fee	91,370.00	76,780.00	85,000.00	35,970.00
R384	Renewal License Fee	1,199,170.00	19,800.00	1,200,000.00	
R385	Reinstatement License Fee	16,960.00	10,681.00	20,000.00	1,760.00
R386	Other Fees Related To Licenses	64,019.00	52,618.60	60,000.00	20,741.00
R404	General Fees From Public	174,095.00	41,990.00	120,000.00	19,835.00
R701	Fines	355,000.00	144,150.00	200,000.00	8,750.00
R839	Other Deposits	51.68			
	Total Revenue	1,900,725.68	687,619.60	2,030,000.00	261,756.00
	<i>Cash to Real Estate Authority</i>	<i>(817,000.00)</i>	<i>(1,415,000.00)</i>	<i>(1,415,000.00)</i>	<i>(707,400.00)</i>
	Total Balance Forward + Revenue - Cas	2,649,703.76	2,094,721.08	2,470,100.00	1,409,423.72
	Expenses				
E114	Per Diem (Boards & Comm)	29,100.00	28,800.00	34,200.00	11,100.00
E121	Employers FICA	2,226.15	2,203.20	2,600.00	872.10
	Total Per Diem and Fringe Benefits	31,326.15	31,003.20	36,800.00	11,972.10
	Other Personnel Costs	(204,204.50)	208,045.50	260,800.00	105,780.50
	Total Personnel Costs	(172,878.35)	239,048.70	297,600.00	117,752.60
	Total Operating Costs	480.57	604.66	26,000.00	3,658.26
	Total Expenditures	(172,397.78)	239,653.36	323,600.00	121,410.86
	Total Revenue + Balance Forward minus Total Expenditures	2,822,101.54	1,855,067.72	2,146,500.00	1,288,012.86
Notes:					
** Total allotment (spending authority) for FY26 is \$323,600.					
** Approximate salary and fringe of employees assigned to KREC - \$266,809.08					
** Approximate salary and fringe of administrative employees assigned to Real Estate Authority - \$1,252,493.98.					
** Operating Costs include travel.					



Real Estate Commission Educ Res & Recovery

58-677-677A-677E-JEFO-13N5

		FY24 Actual	FY25 Actual	FY26 Operating Budget 7/2025	FY26 YTD 1/5/26
	Source of Funds				
	Restricted Funds				
	Balance Forward	4,518,154.61	5,962,175.05	6,259,800.00	6,259,839.61
R382	License Examination Fee		120.00		
R383	Initial License Fee	84,970.00	71,720.00	80,000.00	35,190.00
R384	Renewal License Fee	1,204,080.00	20,580.00	1,200,000.00	
R385	Reinstatement License Fee	(40.00)			
R386	Other Fees Related To Licenses	(455.00)			
R404	General Fees from Public	(40.00)			
R701	Fines	(3,000.00)			
R771	Interest Income	246,132.19	307,607.72	260,000.00	115,475.33
	Total Revenue	1,531,647.19	400,027.72	1,540,000.00	150,665.33
	<i>Cash to Real Estate Authority</i>	-	-	-	-
	Total Balance Forward + Revenue - Cas	6,049,801.80	6,362,202.77	7,799,800.00	6,410,504.94
	Expenses				
E114	Per Diem (Boards & Comm)	-	-	-	-
E121	Employers FICA	-	-	-	-
	Total Per Diem and Fringe Benefits	-	-	-	-
	Other Personnel Costs			10,000.00	
	Total Personnel Costs	-	-	10,000.00	-
	Total Operating Costs	87,626.75	102,363.16	90,000.00	282.51
	Total Expenditures	87,626.75	102,363.16	100,000.00	282.51
	Total Revenue + Balance Forward minus Total Expenditures	5,962,175.05	6,259,839.61	7,699,800.00	6,410,222.43
Notes:					
** Total allotment (spending authority) for FY26 is \$100,000.					



Education and Licensing Report

Deputy Executive Director Gerald Florence presented to the Commission the following licensing and education statistics:

1. PSI Testing Statistics

KENTUCKY REAL ESTATE EXAMINATION STATISTICS SUMMARY CUMULATIVE		
For the Period of 10/01/25 - 01/01/26		
Printed on 01/15/26		Page: 1
KY Broker	KY Real Estate Broker - State	KY Real Estate Broker - National
	Candidates	Candidates
First time Passes:	3 (30.0 %)	7 (70.0 %)
First time Fails:	7 (70.0 %)	3 (30.0 %)
Repeat Passes:	7 (41.18 %)	3 (75.0 %)
Repeat Fails:	10 (58.82 %)	1 (25.0 %)
Total	27	14
KY License Reciprocity Broker	KY License Reciprocity Broker - State	
	Candidates	
First time Passes:	2 (20.0 %)	
First time Fails:	8 (80.0 %)	
Repeat Passes:	2 (40.0 %)	
Repeat Fails:	3 (60.0 %)	
Total	15	
KY License Reciprocity Salesperson	KY License Reciprocity Salesperson - State	
	Candidates	
First time Passes:	17 (54.84 %)	
First time Fails:	14 (45.16 %)	
Repeat Passes:	9 (34.62 %)	
Repeat Fails:	17 (65.38 %)	
Total	57	



KY Sales Associate	KY Real Estate Sales Associate - State	KY Real Estate Sales Associate - National
	Candidates	Candidates
First time Passes:	125 (51.23 %)	169 (69.26 %)
First time Fails:	119 (48.77 %)	75 (30.74 %)
Repeat Passes:	146 (46.06 %)	94 (39.83 %)
Repeat Fails:	171 (53.94 %)	142 (60.17 %)
Total	561	480

Procedural Development Specialist II Seth Branson reported the following educational and instructor applications.

1) Courses

a) Kentucky Real Estate College

i) Investing in Commercial Real Estate

Instructor(s): Ken Perry, Kent Gray, Dominic Rossi

CE Hours: 3

PLE Hours: 3 Electives

ii) Brokerage: Appraisal and Finance

Instructor(s): Ken Perry

Broker Curriculum: 48

b) Preferred Systems Inc.

i) Title Insurance Basics for Real Estate Agents

Instructor(s): Justin Mooneyham

CE Hours: 3

ii) Credit Inflation

Instructor(s): Jennifer Otto

CE Hours: 3

c) Kentucky Academy of Real Estate

i) Foreclosure and Related Topics in Real Estate

Instructor(s): Cora Henderson

CE Law: 3

PLE Hours: 3 Electives



d) 2 My Classes LLC

i) Entities in Real Estate Transactions

Instructor(s): Mark Rucker
CE Law: 1

ii) Powers of Attorney

Instructor(s): Mark Rucker
CE Law: 1

iii) Wills & Estates

Instructor(s): Mark Rucker
CE Law: 1

e) McKissock

i) Property Management Essentials and Legal Foundations

Instructor(s): Robert Fleck
CE Hours: 2

f) Colibri

i) Property Management Essentials and Legal Foundations

Instructor(s): Robert Fleck
CE hours: 2

g) CCIM Institute

i) Introduction to Development Workshop

Instructor(s): Jeffrey Engelstad
CE Hours: 3

ii) Foundations for Success in Commercial Real Estate

Instructor(s): James Rosen
CE Hours: 3

iii) Commercial Real Estate Negotiations

Instructor(s): Walt Clements, Jim Rosen
CE Hours: 3

iv) CI 104: Investment Analysis for Commercial Investment Real Estate

Instructor(s): Walter Clements
CE Hours: 3

v) CI 103: User Decision Analysis for Commercial Investment Real Estate

Instructor(s): Jim Rosen, Walter Clements
CE Hours: 3



vi) CI 102: Market Analysis for Commercial Investment Real Estate

Instructor(s): Mark Cypert

CE Hours: 3

vii) CI 101: Financial Analysis for Commercial Investment Real Estate

Instructor(s): Jim Rosen

CE Hours: 3

viii) Advanced Market Analysis

Instructor(s): Mark Cypert

CE hours: 3

Commissioner Sickles made a motion to approve the education applications as presented by Mr. Branson. Commissioner Butler seconded the motion. Commissioner Disney recused from the vote. Having all in favor, the motion carried 4-0.

Commissioner Sickles asked about disaggregating future data to identify what contributes to the failure rate of applicants. Commissioner Disney suggested auditing providers to ensure alignment between instruction and examinations. Commissioner Butler asked about more information on the types of questions applicants are missing on the examinations.

KREA Legal Update

General Counsel Patrick Riley presented the KREA Legal Update. He reiterated Executive Director Tracy Carroll's encouragement for commissioners to share ideas on potential uses of the Education, Research & Recovery Fund. Mr. Riley also announced that regulation review will begin soon. Additionally, he expressed his enthusiasm for onboarding the new paralegal, Rachel Couch, noting her impressive resume and stating that she will be a valuable asset to the office.

Committee Reports

1. Complaint Screening Committee Report

Commissioner Day presented the following recommendations of the CSC meeting:

1. **22-C-057** – Recommend \$500 fine and 6 hours of agency law CE. Recommend the Commission file a complaint against broker D.R.
2. **23-C-047** – Recommend \$250 fine and 3 hours of ethics and agency CE for G.Z., and 3 hours of agency CE for broker J.P.
3. **25-C-032** – Recommend further investigation.
4. **25-C-038** – Recommend dismissal.
5. **25-C-040** – Recommend dismissal.
6. **In Re: J.D. Letters** – Status Update only.



Closed Session

Commissioner Sickles made a motion to enter closed session pursuant to KRS 61.815 and KRS 61.810(1)(c) and (j), with board staff and counsel, to discuss proposed or pending litigation and deliberate on individual adjudications at 9:26 a.m. ET as listed in the agenda and these minutes above. The motion was seconded by Commissioner Day. Having all in favor, the motion carried.

Reconvene in Open Session

Commissioner Sickles made a motion to come back to open session at 9:39 a.m. ET. The motion was seconded by Commissioner Carter. Having all in favor, the motion carried.

During closed session at approximately 9:32 a.m. ET, Commissioner Butler excused herself from the remainder of the meeting for personal reasons.

Complaint Screening Committee Report—Motions

Commissioner Day moved to adopt the Complaint Screening Committee’s full recommendations as presented to the Board and recited in the recommendations as listed above in these minutes. Commissioner Sagan seconded the motion. Having all in favor, motion carried.

New Business

General Counsel Riley shared that the reciprocity agreement with Mississippi is in its final stages and has been submitted to the Cabinet for final review. If approved, it will then require the Commission’s approval and signatures before it can take effect.

KREC plans to enter into a memorandum of understanding with Illinois regarding reciprocal licensure.

General Counsel Patrick Riley reviewed potential House and Senate bills that could impact KREC. Commissioner Sagan encouraged KREC staff and Legal to review recent FinCen legislation. Commissioner Day asked KREC staff and Legal about status updates for a reciprocity agreement with West Virginia. General Counsel Riley responded that efforts were being pursued to effectuate such a reciprocity agreement.

Commissioner Carter made a motion to accept the KREC E&O insurance bid at \$260.61 for a 2-year period (as submitted through the RFB process). The motion was seconded by Commissioner Day. Having all in favor, the motion carried.

Public Comments

No public comments.



Approval Per Diem

1. Commissioner Day made a motion to approve the per diem and travel expenses for the January 13, 2026, CSC Meeting. Commissioner Sagan seconded the motion. Having all in favor, the motion carried.
2. Commissioner Carter made a motion to approve the per diem and travel expenses for the January 15, 2026, KREC Main Meeting. Commissioner Day seconded the motion. Having all in favor, the motion carried.

Meeting Adjournment

Commissioner Day moved to adjourn the meeting at 9:58 a.m. ET. Commissioner Sagan seconded the motion. Having all in favor, the meeting adjourned.

Next KREC meeting will be held February 19, 2025.



Pursuant to KRS 324B.060, I, Tracy Carroll, Executive Director for the Kentucky Real Estate Authority (KREA) have reviewed and Approved the expenditures for the meeting of the Kentucky Real Estate Commission (“KREC” or “The Commission”) held on February 19, 2026. This Approval is based upon my review of the expenditures as described in the minutes and in greater detail as on file with the KREA. I did not review, nor did I participate in discussions, deliberations, or decisions regarding the actions taken by the Commission at this meeting related to individual disciplinary matters, investigations, or applicant reviews.

The Commission approved the minutes of its meeting at its meeting held on February 19, 2026

Tracy Carroll

Date: 2/19/2026

