



THE UPDATE

ALABAMA REAL ESTATE
COMMISSION
EMPOWER, CONNECT, AND EDUCATE

SUMMER 2025

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STATEMENT FROM COMMISSION EXECUTIVE DIRECTOR DR. VAUGHN T. POE

As you are aware, Gov. Kay Ivey signed Act 2025-380 (HB382) and Act 2025-379 (HB225) into law on May 14, 2025. Please note that these laws did not go into effect immediately after they were signed. To be clear, Act 2025-379 will become effective **October 1, 2025**, and Act 2025-380 will become effective **October 1, 2028**.



Our staff is also working on resources to help you prepare for these changes to license law. We recently held a panel discussion about the laws as part of our June Coffee With the Commission live event. A lot of good information came out of this event and a lot of questions were answered.



If you missed it or would like to rewatch, the full video is available on the Commission's YouTube page, youtube.com/arecalabamagov. I urge you to watch at your leisure. We will notify you as we roll out more information.

The Alabama Real Estate Commission exists to protect Alabama consumers. That is why these new laws are so important. The Commission is vigilant about ensuring that every consumer is working with a knowledgeable, professional licensee; therefore, we want to provide licensees with the resources and training they need to give consumers a positive experience.

Vaughn T. Poe



EDUCATION CORNER
By Ryan Adair, Education Director

COURSE SEARCH FEATURE UPDATED

The Commission is proud to share an updated **Course Search** on our website. The main function remains the same, which is finding when and where your favorite real estate courses are being offered. To easily search for approved prelicense, post license, and continuing education courses, go to the Commission's homepage and you will see the Education section under the Professionals heading.

Choose the **Course Search** link and your search has begun. Select the course format of classroom or distance education (online) and then select the course type you desire. The next two options are adding a course name and an instructor's last name. Neither is necessary for a search, so you can select "No" for both options to access the search results.

Once the search results are displayed, click on a course to see specific details. The date, time, and location are shared in addition to comments from the instructor and a link to the school's website. If you are searching for a prelicense course, the information will also display the license examination statistics of previous students who completed that course. Take advantage of our **Course Search** and easily find all courses that you may want or need.





LICENSING REVIEW

By Anthony Griffin, Licensing Administrator

FINAL RENEWAL DEADLINE SEPTEMBER 30, 2025 DON'T LET YOUR EXPIRED LICENSE LAPSE

The Commission sent an email on May 8, 2025, reminding the 5,000+ licensees with an expired license of **the September 20, 2025, deadline** to renew to avoid it from lapsing. All licenses that are not renewed by September 30, 2025, will lapse and be ineligible for renewal or reactivation. An expired license can easily be renewed, and made current, by paying the license renewal fee plus the \$150 late penalty by September 30, 2025.

- Total salesperson renewal fee: \$335.00
- Total broker renewal fee: \$355.00



The most efficient way to renew your expired license is by logging in to **Online Services** on the Commission's website. You will get a receipt for your payment and instant confirmation of renewal. You can also mail or deliver your renewal payment to the Commission office, at 1201 Carmichael Way, Montgomery, AL 36106. Please ensure your payment contains your name and license number. The envelope must be post marked by the deadline. You can also deliver your payment to our office. If you have questions, contact the Commission's Licensing Division at arec@arec.alabama.gov or 334-242-5544.



OBTAINING AN ACTIVE LICENSE AFTER RENEWING

Once you renew an expired license, it is important to remember that if you wish to activate that license it will take a separate activation process and fee. First, you must complete 15 hours of continuing education courses. Your instructor will electronically transmit your credit to the Commission. Once your credit has been received you can activate the license through the Commission's website under the **Online Services Login** explained above. Log in and choose Transfer/Activate from the menu of services. The fee to activate a salesperson or associate broker's license is \$25 and can be paid online. If you are a broker and wish to regain your status as qualifying broker, you should contact the Commission's Licensing Division for assistance since this cannot be accomplished online. If you wish not to activate your newly renewed license then just do nothing, but enjoy the peace of mind that the license is in good standing until September 30, 2026. If you keep all your contact information up to date, the Commission will send notices by mail and email reminding you of the next renewal deadline.

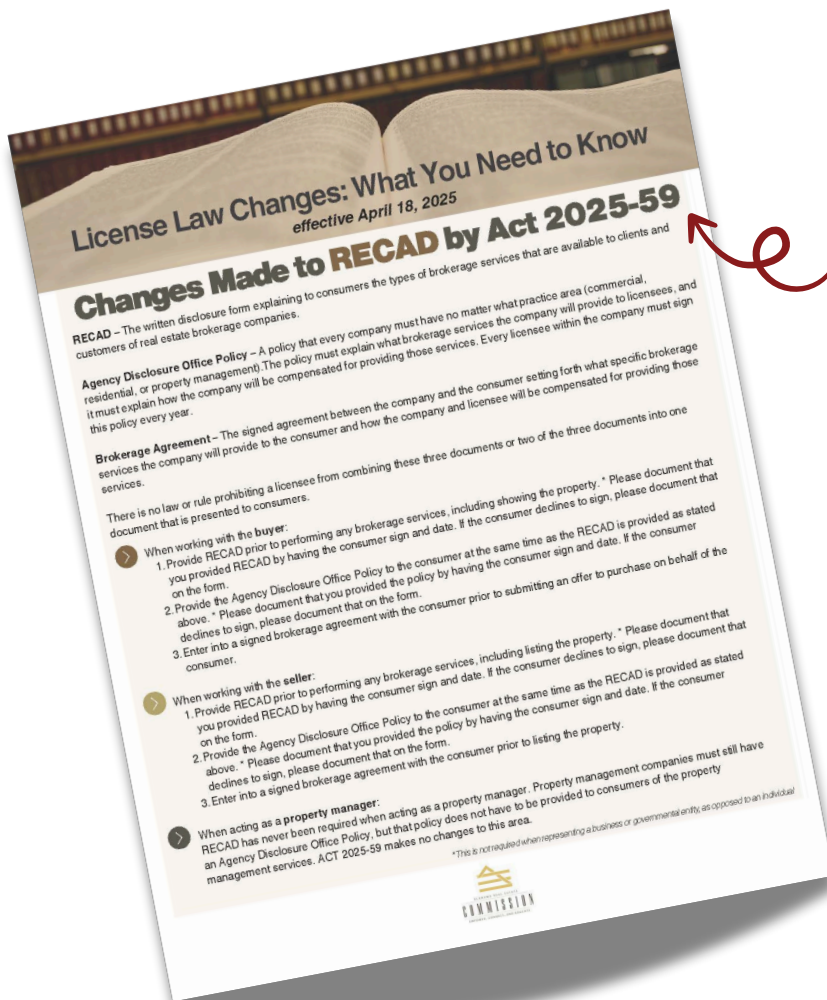


CHANGES MADE TO RECAD BY ACT 2025-59

In April 2025, Act 2025-59 became effective and real estate agents from both within the state and outside of the state started calling the Commission asking, “What do I do now?” Well, short answer is, the same things you were doing before, but just a little more. No new, scary, or hard things were created as a result of this legislation; so don’t be afraid.

There are the three main documents you need to focus on:

1. **Real Estate Consumers Agency and Disclosure Act (RECAD)** – The written disclosure form explaining to consumers the types of brokerage services that are available to clients and customers of real estate brokerage companies.
2. **Agency Disclosure Office Policy** – A policy that every company must have no matter what practice area (commercial, residential, or property management). The policy must explain what brokerage services the company will provide to licensees, and it must explain how the company will be compensated for providing those services. Every licensee within the company must sign this policy every year.
3. **Brokerage Agreement** – The signed agreement between the company and the consumer setting forth what specific brokerage services the company will provide to the consumer and how the company and licensee will be compensated for providing those services.



Understanding how and when to present these documents to a buyer, seller, or property manager is key to working within the new law and avoiding violations.

The Commission has created a document entitled *License Law Changes: What You Need to Know* to explain the changes made to RECAD and the steps you should take when working with a buyer, seller, or property manager. **Read and download** a copy from our website.

If you have questions concerning the new RECAD law, please contact our Legal Division at arec@arec.alabama.gov or 334-242-5544.





REAL ESTATE SCAMMERS USING AI DEEPFAKES TO IMPERSONATE OWNERS AND STEAL HOMES

As AI rapidly grows, fraudsters are increasingly leveraging their usage of this technology in real estate transactions. A recent industry report warns that AI-driven “deepfake” techniques are enabling identity fraud in real estate. Criminals have used AI to impersonate property owners on live video calls, seamlessly swapping in a fake face mimicking voices - tricking attorneys, brokers, or notaries in remote transactions. These scams let fraudsters pose as sellers to illegally transfer properties. Since the transactions are usually cash-only and conducted entirely online, there are often few opportunities to catch these fraudulent transactions before it’s too late.

“

Detecting deepfakes can be challenging, but there are several techniques and tools that can help identify them, including visual and behavior analysis. Look for inconsistencies in blinking patterns, lip movements, reflections, shadows, skin texture, and hair. Deepfakes often struggle to replicate natural blinking patterns and lip movements and may show overly smooth skin and inconsistencies in hair.

One example comes out of Florida, when a title company scheduled a video call to confirm the identity of a woman looking to sell a vacant lot. When the title company hopped on the call, they were met by an AI-generated person. The face belonged to a woman who had disappeared in 2018. Sarah Frano, Vice President and Real Estate Fraud Expert at First American Title Insurance Company, gives the following advice: Detecting deepfakes can be challenging, but there are several techniques and tools that can help identify them, including visual and behavior analysis. Look for inconsistencies in blinking patterns, lip movements, reflections, shadows, skin texture, and hair. Deepfakes often struggle to replicate natural blinking patterns and lip movements and may show overly smooth skin and inconsistencies in hair.

Experts predict we may soon see an AI system independently execute an entire mortgage or title fraud scheme on a fraudster’s behalf. Deloitte estimates that AI used in cases like this could cause US fraud losses to grow by 32% each year, reaching \$40 billion by 2027. Regulators and title insurers are urging extra vigilance in verifying parties’ identities as technology makes “fake sellers” harder to spot.

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DISCIPLINARY ACTIONS

Penalties for violations of the Real Estate License Law and Commission rules vary depending upon the particular facts and circumstances present in each case. Due to space limitations in The Update, a complete description of the facts cannot be reported below.

DISPOSITION

The below pleaded guilty or were found guilty of violating Section 34-27-36(a)(16) for presenting to the Alabama Real Estate Commission, as payment for a fee or fine, a check which was returned unpaid by the bank upon which it was drawn.

Pamela Bass**License No. 105839**

Qualifying Broker; Madison, Alabama

Date of Hearing: May 22, 2025

Fined \$100**Jason Wayne Dixon****License No. 137047**

Salesperson; Summerdale, Alabama

Date of Hearing: May 22, 2025

Fined \$100**Angela Dala (Angela P) Phomsavanh****License No. 135624**

Salesperson; Loxley, Alabama

Date of Hearing: May 22, 2025

Fined \$100**Veronica A. Brewer****License No. 26716**

Qualifying Broker; Trafford, Alabama

Date of Hearing: May 22, 2025

Fined \$100**Kevis Jerrell Ellison****License No. 114897**

Salesperson; Decatur, Alabama

Date of Hearing: May 22, 2025

Fined \$250**Tammy Lynn Plamondon****License No. 143827**

Qualifying Broker; Cedartown, Georgia

Date of Hearing: May 22, 2025

Fined \$100**Jonathan J. Brody****License No. 150167**

Qualifying Broker; Flushing, New York

Date of Hearing: May 22, 2025

Fined \$100**Shanica Capri Frazier****License No. 139273**

Salesperson; Oxford, Alabama

Date of Hearing: May 22, 2025

Fined \$500**Giulliana Caceres Porter****License No. 168750**

Salesperson; Pike Road, Alabama

Date of Hearing: May 22, 2025

Fined \$100**Jerel (Real REL) Cain****License No. 150018**

Salesperson; Birmingham, Alabama

Date of Hearing: May 22, 2025

Fined \$100**Twana Bates Ivory****License No. 130828**

Salesperson; Tuscaloosa, Alabama

Date of Hearing: May 22, 2025

Fined \$100**Nicki Ann Sneed****License No. 118463**

Salesperson; Tuscaloosa, Alabama

Date of Hearing: May 22, 2025

Fined \$100**Aryian Lamychel Dean****License No. 145425**

Salesperson; Montgomery, Alabama

Date of Hearing: May 22, 2025

Fined \$500**Frederick DeJere McCall****License No. 166234**

Salesperson; Montgomery, Alabama

Date of Hearing: May 22, 2025

Fined \$100**Nikita Patrick Thomas****License No. 108883**

Qualifying Broker; Montgomery, Alabama

Date of Hearing: May 22, 2025

Fined \$100**Angela Delgadillo****License No. 168272**

Qualifying Broker; Birmingham, Alabama

Date of Hearing: May 22, 2025

Fined \$100**Ashley Michelle Norris****License No. 106454**

Salesperson; Bessemer, Alabama

Date of Hearing: May 22, 2025

Fined \$500**Loren Paige Thornton****License No. 101407**

Qualifying Broker; Blairsville, Georgia

Date of Hearing: May 22, 2025

Fined \$100

DISCIPLINARY ACTIONS TAKEN, CONT.

LZhana Danae Univers

License No. 161464

Salesperson; Madison, Alabama

Date of Hearing: May 22, 2025

Fined \$150

Ashton Lynn Wade

License No. 167489

Qualifying Broker; Ocean Springs, Mississippi

Date of Hearing: May 22, 2025

Fined \$100

Lenda Lacey Wagner

License No. 77395

Qualifying Broker; Talladega, Alabama

Date of Hearing: May 22, 2025

Fined \$100

Kendra Woodfin

License No. 105628

Qualifying Broker; Birmingham, Alabama

Date of Hearing: May 22, 2025

Fined \$500



DISPOSITION

The below were found guilty of violating Section 34-27-36(a)(19) by failing, in accordance with Section 34-27-82(c), to provide as soon as reasonably possible written disclosure forms for signature to their clients describing the alternative types of brokerage services that are available to clients and customers of their real estate brokerage company and guilty of violating Section 34-27-36(a)(19) by failing, in accordance with Rule 790-X-3-.04, to provide estimated closing statements to their clients when procuring from or presenting an offer to their clients.

Dexter Ryan Gilley

License No. 100593

Associate Broker; Enterprise, Alabama

Date of Hearing: February 20, 2025

Fined \$5,000

R. Hancock Enterprises Inc. (DBA: Remax Premier)

License No. 111328

Company; Enterprise, Alabama

Date of Hearing: February 20, 2025

Fined \$5,000

DISPOSITION

The below was found guilty of violating Section 34-27-36(a)(19) by failing, in accordance with Rule 790-X-3-.15(7) & (9), to take action to prevent her licensee from violating state laws or regulations when she, as supervising broker, should have reasonably known of the impending violation, and should have ensured that all contracts and forms used by the licensee were reviewed for accuracy and compliance with applicable statutes, regulations, and office policies.

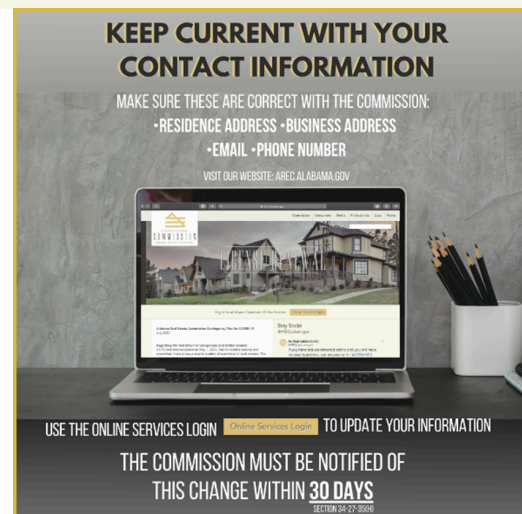
Rebecca Hancock

License No. 15407

Qualifying Broker; Enterprise, Alabama

Date of Hearing: February 20, 2025

Fined \$2,500



DISPOSITION

The below were found guilty of violating Section 34-27-36(a)(8) by commingling money belonging to others with their own funds.

Josh Smitherman

License No. 80510

Qualifying Broker; Montevallo, Alabama

Date of Hearing: February 20, 2025

Fined \$1,000

Bradford Real Estate Group LLC

License No. 62700

Company; Montevallo, Alabama

Date of Hearing: February 20, 2025

Fined \$1,000

DISCIPLINARY ACTIONS TAKEN, CONT.

DISPOSITION

The below was found guilty of violating Section 34-27-36(a)(19) by violating or disregarding Section 34-27-84(a)(6) in that he failed to timely disclose in writing that the buyer he represented was a member of his immediate family.

Brian Gavin Harris

License No. 96534

Qualifying Broker; Fairhope, Alabama

Date of Hearing: March 20, 2025

Fined \$500



DISPOSITION

The below were found guilty of violating Section 34-27-36(a)(2) by engaging in misrepresentation or dishonest or fraudulent acts when selling, buying, trading, or renting real property of his own or of a spouse or child or parent; guilty of violating Section 34-27-36(a)(26) by engaging in conduct which constitutes or demonstrates dishonest dealings, bad faith, or untrustworthiness; guilty of violating Section 34-27-36(a)(19) by failing, in accordance with Rule 790-X-3-.03(5), to disburse the earnest money to the designated consumer after a written agreement was signed by both parties of the sales transaction; guilty of violating Section 34-27-36(a)(29) for failing within a reasonable time to provide information requested by the Commission, investigator, and auditor; guilty of violating Section 34-27-36(a)(19) by failing, in accordance with Rule 790-X-3-.01, by changing the address of the place of business and failing to notify the Commission in writing within 30 days; and guilty of violating Section 34-27-36(a)(19) by failing to have a place of business that meets requirements for a place of business set forth in Section 34-27-2(11)b.

Christopher Lavon Fletcher

License No. 113201

Qualifying Broker; Madison, Alabama

Date of Hearing: March 20, 2025

Fined \$13,000; License Revoked

Welcome Home Realty HSV LLC

License No. 132080

Company; Madison, Alabama

Date of Hearing: March 20, 2025

Fined \$13,000; License Revoked

DISPOSITION

The below was found guilty of violating Section 34-27-36(a)(19) by failing to comply with Section 34-27-31(j) in that he did not notify the Commission of the institution of criminal charges against him within ten days of his indictment and guilty of violating Section 34-27-36(a)(19) by failing to comply with Section 34-27-31(k) in that he did not notify the Commission of the disposition of criminal charges against him within ten days of his guilty plea.

Eric Rahim Harris

License No. 140061

Salesperson; Mobile, Alabama

Date of Hearing: March 20, 2025

Fined \$2,000

DISPOSITION

The below was found guilty of violating Section 34-27-36(a)(19) by violating or disregarding Section 34-27-36(26) by performing conduct that constitutes or demonstrates dishonest dealings, bad faith, or untrustworthiness.

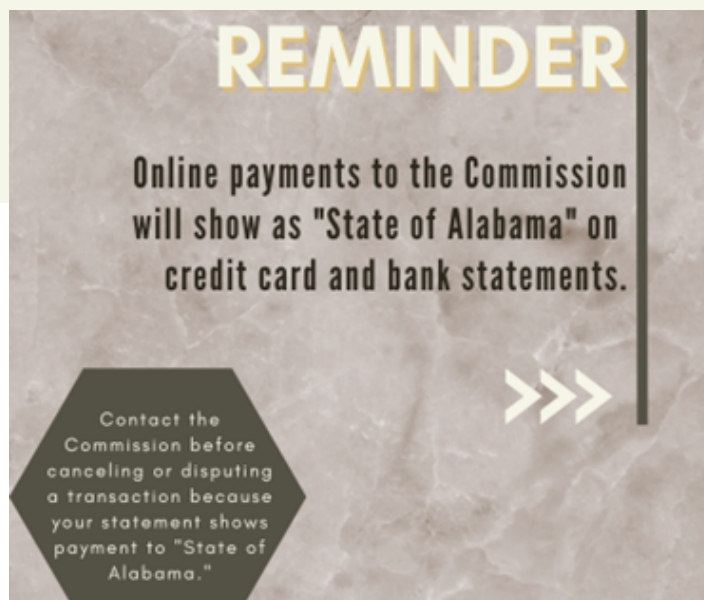
David Anthony Lanshaw

License No. 116658

Qualifying Broker; Birmingham, Alabama

Date of Hearing: March 20, 2025

Fined \$100



DISCIPLINARY ACTIONS TAKEN, CONT.

DISPOSITION

The below was found guilty of violating Section 34-27-36(a)(19) by failing to comply with a Commission order to pay fines for previous disciplinary actions in a timely manner.

Brandon Schaub

License No. 105073

Salesperson; Birmingham, Alabama

Date of Hearing: March 20, 2025

Fined \$100

Virtuous Realty Group

License No. 122121

Company; Madison, Alabama

Date of Hearing: May 22, 2025

Fined \$2,500

Pamela Bass

License No. 105389

Qualifying Broker; Madison, Alabama

Date of Hearing: May 22, 2025

Fined \$2,500; Ordered to complete six hours of live disciplinary education to include Qualifying Broker Management and Business Law. These classroom courses are in addition to required continuing education.

DISPOSITION

The below were found guilty of violating Section 34-27-36(a)(19) by failing to comply with Section 34-27-31(j) in that they failed to notify the Commission of the institution of a civil suit against them within ten days of being served.

Electia Love

License No. 88999

Qualifying Broker of PMI River Region Incorporated

Date of Hearing: April 24, 2025

Fined \$500

PMI River Region Incorporated

License No. 101023

Company; Montgomery, Alabama

Date of Hearing: April 24, 2025

Fined \$500

DISPOSITION

The below were found guilty of violating Section 34-27-36(a)(8) by failing to properly account for at all times funds belonging to others.

Walter Hayes (Beau) Miles II

License No. 110630

Qualifying Broker; Madison, Alabama

Date of Hearing: April 24, 2025

Fined \$2,500; Ordered to complete six hours of live disciplinary education to include Property Management and Qualifying Broker Management. These classroom courses are in addition to required continuing education.

Essential Property Management LLC

License No. 125792

Company; Madison, Alabama

Date of Hearing: April 24, 2025

Fined 2,500



DISPOSITION

The below were found guilty of violating Section 34-27-36(a)(28) by failing or refusing, on demand, to produce a document, book, or record in their possession concerning real estate transactions conducted by them for inspection by the Commission auditor.

Elizabeth Whaley

License No. 117389

Qualifying Broker; Northport, Alabama

Date of Hearing: April 24, 2025

Fined \$2,500 and License Revoked

Owen Meredith and Sons Inc.

License No. 47455

Company; Tuscaloosa, Alabama

Date of Hearing: April 24, 2025

Fined \$2,500 and License Revoked

THE UPDATE

ALABAMA REAL ESTATE

COMMISSION

EMPOWER, CONNECT, AND EDUCATE



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COMMISSION MEETINGS ARE OPEN TO THE PUBLIC

All Commission meetings are open to the public and that includes real estate licensees. Commissioners welcome and encourage attendance and observation by an licensee in any location. Locations, dates, and times can be found on the Commission's website at arec.alabama.gov.

REAL ESTATE LICENSES EXPIRE SEPTEMBER 30, 2026

Remember to renew all broker, salesperson, and company licenses in every even-numbered year.

