



COMPS NEWS

IN REAL ESTATE EDUCATION, COMPS PROVIDES VALUE

Comps News | FALL | 2024

Don't Fumble
The Relationships

Meet a
Commissioner

Show or
Not to Show



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Fall 2025

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MEMO FROM THE EDITOR



Photo: Silvio Suarez

Welcome to Comps News,

After 23 years in this business, I know one thing for sure: real estate is about selling service, not just houses. Too often, clients only see the big commission check—without realizing the stress, skill, and behind-the-scenes work it takes to deliver a smooth transaction.

That's why we must do better at showing the true value of what we provide. Seasoned pros, it's on us to guide the rookies, set the example, and raise the bar. I'm dedicating more time to education—and I hope you'll join me.

Together, we can protect our profession and remind clients why we're worth every penny.

Kind Regards,
Vonnice Judge

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WWW.COMPSNEWS.COM

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**Inquiries to: COMPS NEWS
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MARK YOUR CALENDAR

www.CompsAcademy.com

Upcoming Classes



Sept 8

SC Broker A- Unit III

Sept 8 - Sept 22 | Mon & Wed
8:30 am to 4:30 pm

Online via Zoom | In Person

SC Real Estate Broker applicants must complete a 30 hr Broker A Unit III & 30-hr Broker B Unit III

Sept 16

NC Post License 303

Sept 16 - Sept 25 | Tue & Thurs
8:30 am to 4:30 pm

Online via Zoom

NC Provisional Brokers must complete 90 hours of Post Licensing courses within 18 months for a full Broker license.



Sept 29

SC Fundamental of RE: Unit 1

Sept 29 - Oct 9 | Mon - Thur

8:30 am to 4:30 pm

Online via Zoom

SC Real Estate Associate applicants must complete a 60 hr Fundamental of RE Unit 1 & 30-hr Advanced Principles Unit 2.



SC Broker B- Unit III

Oct 13 - Oct 28 | Mon & Wed
8:30 am to 4:30 pm

Online via Zoom | In Person

SC Real Estate Broker applicants must complete a 30 hr Broker A Unit III & 30-hr Broker B Unit III

Oct 13





Oct
14

NC Post License 301

Oct 14 - Oct 28 | Tues & Thurs

8:30 am to 4:30 pm

Online via Zoom

NC Provisional Brokers must complete 90 hours of Post Licensing courses within 18 months for a full Broker license.

Oct
27

SC Advanced Principles- Unit 2

Oct 27 - Oct 30 | Mon - Thur

8:30 am to 4:30 pm

Online via Zoom | In Person

SC Real Estate Associate applicants must complete a 60-hr Fundamental of RE Unit 1 & 30-hr Advanced Principles Unit 2.



Nov
12

SC Property Management

Nov 12 - Nov 17 | Mon - Thur

8:30 am - 4:30 pm

Online via Zoom

SC Real Estate Property Manager applicants must complete a 30-hour Property Management course.

Comps News
Submission Deadline
Oct 31

News@CompsNews.com

We want to hear from current or former Comps Students!!

Participate in the upcoming issue by submitting your Must Read author and book's title or Best Advice for new, or experienced agents.

Oct
31



Meet An SC Commissioner

From the LLR & Commission's JANUARY 2020, VOLUME 2 ISSUE 5



Janelle S. Mitchell

REALTOR®

Board Position: Member



Represents Orangeburg, SC
District: 6th Cong Dist

Profession: Commissioner Janelle Mitchell is a retired public education teacher of 37 years and has been a licensed real estate agent since 1992. She was able to enter the profession in 1992 while also serving as an educator in the public schools of South Carolina.

Janelle received her real estate license at Orangeburg Calhoun Technical College under the instruction of Kenneth Middleton who also served as her broker-in-charge at what was then Coldwell Banker Middleton & Associates. Janelle managed to navigate a successful real estate career while serving in the public schools' classroom for 26 years before she started her career with the South Carolina Department of Education as a Math Specialist in 2003. She served in that capacity for six years before retiring in 2015 as a Math Instructional Coach in various districts over the last five years.

While at Coldwell Banker, ERA Wilder Realty, and Century

21, the Moore Group, Janelle earned numerous awards. She was most proud of the Quality Producer Award 2018-2021 because it was based on customer satisfaction. She also earned the Circle of Excellence Awards from Central Carolina REALTORS® Association from 2016-2021.

Janelle served as the Vice President of Business Development for the Orangeburg County Chamber of Commerce from 2017-2019 and currently serves on the Board of Directors for Central Carolina REALTORS® Association. She is a REALTOR® with The Moore Group, a Division of the Litchfield Company.

Education: Janelle graduated Cum Laude from Claflin College, now Claflin University, in 1977 with a BS degree in Mathematics and earned her MS degree in Math Education in 1987 from South Carolina State University

SC Real Estate Commission's FAQs

1. My license is on "Lapsed" Status, what does that mean?

A. A license that is not renewed before its expiration date lapses. Individuals holding a Lapsed, Cancelled, or inactive status do not hold an active license.

2. Can I do referrals if my license has been canceled?

A. SC Code 40-57-710(A)(12) includes referral fee as being an action requiring a license. Individuals holding a Lapsed, Cancelled, or Inactive status do not hold an active license.

Meet An NC Commissioner

Based on an Internet Search



Mel Black

Attorney, Educator
Board Position: Member
Since 2019



Mel Black is a Raleigh, NC-based attorney with Gaskins Hancock Tuttle Hash LLP, who also serves as a member and Chair of the North Carolina Real Estate Commission (NCREC), a position he was appointed to in 2019.

He is a former Executive Director of the NC Appraisal Board and holds multiple degrees in education and law. Black is also recognized for his dedication to pro bono work and leadership in professional organizations related to real estate and professional regulations.

Education: Mel's educational background includes degrees from institutions such as North Carolina Central University School of Law and Appalachian State University. His career includes roles focusing on administrative

and occupational licensing law. He has a history with the North Carolina Real Estate Commission, holding positions from Education and Examination Officer to Chair, and also served as Executive Director of the North Carolina Appraisal Board. Black has been a licensed broker and certified appraiser. He has received awards for his work, including the Order of the Long Leaf Pine and the Larry A. Outlaw Excellence in Real Estate Education Award.

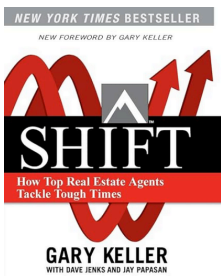
Mel frequently speaks at national and state conferences and conventions on occupational hearings and complaint handling procedures, as well as many real estate and real estate appraisal topics.

NC Real Estate Commission's FAQs

- 1.** I had a NC real estate license in the past. I want to get back in the business. What do I do?
A. If your license has expired and you wish to practice brokerage, you must apply for Reinstatement. Refer to the Reinstate your License page for details.
- 2.** What is a "Provisional Broker" (PB)?
A. Provisional Broker (PB) is the entry-level license status. PBs must be supervised by BICs (Broker-in-Charge) and complete Postlicensing education to maintain Active licenses.

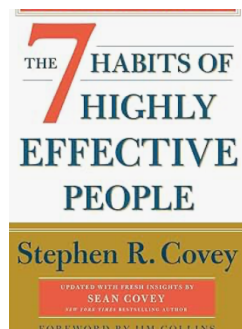


Read to Get the Competitive Edge



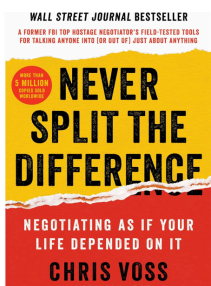
Shift: How Top Real Estate Agents Tackle Tough Times
Gary Keller and Dave Jenks
2008 | \$11.52

Focuses on adapting and thriving during market shifts—something every real estate professional faces at some point.



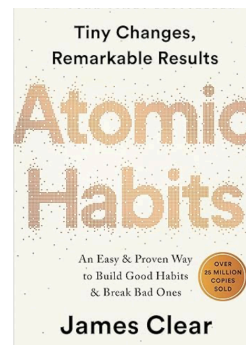
The 7 Habits of Highly Effective People
Stephen R. Covey
2020 | \$11.00

A timeless business and personal development book that helps professionals build leadership skills, prioritize effectively, and maintain balance.



Never Split the Difference: Negotiating As If Your Life Depended On It.
Chris Voss
2016 | \$19.37

Written by a former FBI negotiator, this book is invaluable for business and real estate professionals who want to sharpen their negotiation skills.



Atomic Habits
James Clear
2018 | \$11.52

A powerful book on building better habits and breaking bad ones- to creating consistent routines, improving productivity, and making small daily changes that lead to big long-term success



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Fort Mill, SC



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Envisioned It...
Now It's Time
to Build It.



Vonnie Judge
Bootcamp Coach / Owner

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FREE SESSIONS

WEBINAR

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FINANCIAL
KNOWLEDGE**

Thursday, Oct. 30
Monday, Nov. 17
AT 6:30 PM - 7:30 PM

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OCTOBER 16

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Her Family
Business
Community
and **Herself!**

SS

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INVESTORS**

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11 AM - 2 PM**





Don't Fumble the Relationships

A Quick Review of South Carolina's 'No Builder's Exemption' rule

This year, I had the opportunity to teach my newly created continuing education course, “Fly on the Wall of New Construction.” The idea originated from a short but insightful chat with an on-site builder’s agent. I researched common challenges licensees encounter in new construction deals and drew from my own experiences to develop a course that promotes open dialogue. To provide a comprehensive view, I also arranged sessions with builders, helping everyone gain a clearer understanding of their processes and procedures.

While the course offers a broad national overview, it deliberately excludes state-specific laws. However, South Carolina’s recent notice regarding the 'No Builder's Exemption' rule highlights the importance for licensees to understand their own state’s agency laws.

Agency Law: Differ by State

At its core, the law of agency is a federal concept. However, each state defines and regulates how agency relationships function differently.

When consumers decide to buy or sell real estate,

licensees are required to: clearly explain the scope of services they provide, disclose who they represent at the point of substantive contact, and ensure consumers acknowledge their rights to representation.

South Carolina law requires licensees to inform consumers about the Brokerage Relationship form, so they understand their right to representation or their choice to opt out.

North Carolina and Georgia allow builders to hire unlicensed employees to assist in the sale of new construction, unlike South Carolina.