



Insurance Department

Title & Escrow Commission

Meeting of the Title & Escrow and Real Estate Commissions

[\(https://insurance.utah.gov/licensees/title/tec/\)](https://insurance.utah.gov/licensees/title/tec/)

September 14, 2026 at 10:00 AM

Google Meet & In-Person

Attendees

TITLE & ESCROW COMMISSION

Chair, Nathan Sprague (*First American Title*)
Vice Chair, Kim Cruz (*Fidelity National Title*)

Kevin Parke (*Premium Title Ins. Agency*)
Warren Lignell (*General Public*)

INSURANCE DEPARTMENT STAFF

Reed Stringham, *Deputy Comm.* Tracy Klausmeier, *P&C Dir.* Lish Percy, *Title Examiner*
Steve Gooch, *PIO Recorder*

REAL ESTATE COMMISSION

Chair, Rick Southwick (*EXP Realty*)
Vice Chair, James Bringhurst (*Windermere RE*)
Marie McClelland (*First American Title*)

Andrea Wilson (*Reside Rentals*)
Randal Smith (*Equity Real Estate*)

DIVISION OF REAL ESTATE STAFF

Leigh Veillette, *Div. Director*
Justin Barney, *Hearing Officer*
Michael Genco, *Appraisal Sup.*
Adam Martin, *Investigator*

Bryn Kaelin, *Chief Investigator*
Hallee Booth, *Comm. Specialist*
Tyler Huff, *Real Estate Analyst*
Brandt Revell, *Investigator*

Laurel North, *Lic. & Ed. Mgr.*
Regina Duncan, *Sr. Ed. Coord.*
Lori Ordonez, *Admin. Asst.*

PUBLIC

Blaine Einzinger
Frank Ivory
Chase Phillips
Wade Taylor
Carol Yamamoto
Jessica Goodman

Cort Ashton
Terrie Lund
Matt Ryden
Stevie Jo Torres
Frank Medina
Michael Sumner

Andrea Frisby
Joseph McPhie
January Stark
Andrew Ford
Heidi Evans
TeJay Rasband



Minutes — *Not Approved*

General Session: (Open to the Public)

- **Welcome** / Nathan Sprague, Chair (10:01 AM)
- **Telephone Roll Call**
- **New Business**
 - Enforcement of the 70/30 rule governing ABAs
 - *Timestamp 03:40*
 - Bryn Kaelin reported that there are 28 affiliated title agencies under oversight. All 28 were audited over the summer (26 desktop audits, 2 on-site audits for new businesses) and found to be in full compliance.
 - Seven stipulations were issued for statutory violations regarding failure to meet the 70/30 business requirement.
 - On-site audits are planned for the coming year, with a long-term strategy to alternate between desktop and on-site audits every other year.
 - Joseph McPhie requested that a list of the affiliated partners of title agencies be added to the DRE website. Director Veillette agreed to look into this.
 - Confirmation was provided that mandatory disclosure statements are required and checked during audits.
 - Joseph McPhie asked if the DRE is aware of potential legislative changes to remove the 70/30 rule. Representatives noted no official public notice has been received yet and emphasized that the 70/30 requirement helps mitigate potential conflicts of interest.
 - DRE's new REPC form
 - *Timestamp 12:55*
 - The updated REPC form was approved, but rollout details are being finalized. Minor adjustments are pending before the final draft is complete. Other state forms containing references to the REPC need technical updates to match section changes.
 - Use of the new REPC is not mandatory until January 1. Attendees were advised against circulating or using the unfinalized form early to prevent confusion and conflicts with existing addenda.
 - Key Form Updates:
 - Important terms and deadlines are centralized on the first page.
 - Clarified remedies if earnest money is not received (seller's right to cancel).
 - Deadlines falling on a weekend or holiday are automatically moved to the next business day.
 - Structure for buyer's agent commission/concessions is located on the front page, though it does not replace separate broker agreements.
 - Blank fill-in lines for water rights/exclusions were removed.
 - Kim Cruz asks for clarification about which rules are regulated by the DRE and which are regulated by the UID. Director Veillette says the DRE's authority over title extends only to those rules under Utah Code Title 31A, Chapter 23a, Part 10.
 - Title fraud prevention
 - *Timestamp 30:10*

- Discussions focused on risks involving business email compromises, seller impersonation, fake listings on unencumbered/vacant land, and the increasing complexity of deepfakes due to AI advancements.
- Marie McClelland emphasized the critical need for direct, verbal communication with clients rather than relying solely on digital channels.
- Director Veillette noted that the Business and Labor Interim Committee has opened a committee bill file regarding real estate wire fraud.
- Kim Cruz real estate agents and title professionals for educating consumers early in the transaction process regarding non-changing wire instructions.

Executive Session: (None)

- **Adjourn** (10:46 AM)

Next Meeting: **TBD** — May 2027 proposed

*These minutes were prepared with the assistance of Google Gemini AI.
They have been reviewed and improved by a human person and are accurate.*