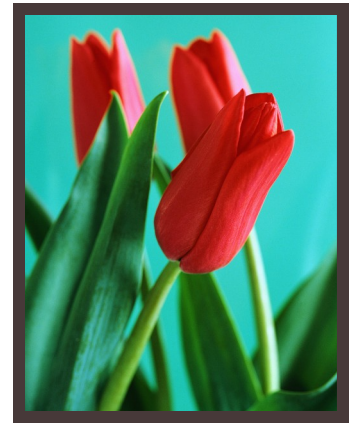


Review

Wyoming Real Estate Commission and Certified Real Estate Appraiser Board

2012—Issue 2



Governor Mead Appoints New Commissioners

Randall Hall, of Casper (covered in this edition of the Real Estate Review) and Kimberlee Sutherland, of Cheyenne, were recently appointed to the Wyoming Real Estate Commission by Governor Mead.

Welcome Kim and Randy. Thank you for your dedication and service to the real estate industry, the public, and the State of Wyoming.

NEW COMMISSIONER SPOTLIGHT: RANDALL HALL



Randy Hall is a full-time commercial real estate broker experienced in almost every aspect of commercial and investment real estate brokerage, including investment analysis; buyer representation; quiet acquisition and disposition; land and lease analysis; land assemblage; commercial and residential income finance, including low-income subsidized housing programs and community block grants; hotel/motel brokerage and analysis; lender REO workouts; real estate taxation issues and IRC 1031 tax-deferred real estate exchanges.

Hall has engaged in consulting activities relating to inverse condemnation; access permitting from federal, state and local agencies; planning and zoning issues; property tax appeals; marketing and project analyses in Colorado, Arizona and Wyoming. He also served 5 years on the City of Casper Planning and Zoning Commission.

Randy Hall holds the highly-respected designation of Certified Commercial Investment Member (CCIM) from the CCIM Institute of the National Association of REALTORS®. Of the tens of thousands of real estate professionals across the nation, only a few thousand have attained the CCIM certification. Exceptionally educated and experienced, a CCIM is an invaluable resource to the commercial real estate owner, investor or user—having a proven track record for successfully directing assignments for individuals, small businesses, corporations and institutions.

Randy Hall is the principal broker of Broker One Real Estate.

Blast From the Past...

Thank you to Commissioner Landis Benson for providing this issue's Blast From the Past. Landis came across a listing agreement (below) from the good ol' days (estimated 1970s). For the seasoned veterans reading this, I hope it brings a reminiscent smile to your face while thinking of simpler times (or at least simpler paperwork). For the new folks, take solace in that although the paperwork was much easier then; the average listing price was likely smaller than the new price of the vehicle you are currently driving. What will a listing contract look like 40 years from now?

REAL ESTATE BROKERS AGENCY CONTRACT

HAKE REALTY, 119 So. 9th, Worland, Wyoming, _____
(Date)

In consideration of your agreement to list in your office and to use your efforts in finding a purchaser for the property described hereon, we hereby grant you the _____ right for a period of _____ months from date hereof to sell said property for the sum of \$ _____ cash, or at any other price, terms or exchange to which we may consent.

If during said period, the property is sold *by you or me or anyone else; or if you produce a purchaser ready and willing to purchase the property; or if within six months after the expiration of said period a sale is made to any person to whom the property has been shown by you, or to whom it was submitted by you, we agree to pay you a commission according to the schedule printed below. The term "sale" shall be deemed to include any exchange or trade to which we consent.

In event of such sale, we will furnish abstract of title extended to date showing merchantable title in us and agree to convey by warranty deed.

(Owners)

FOR SALE SIGN Yes () No ()
SALES COMMISSION
Minimum Commission \$100.00.
Commission of % on all sales.
*To make this a nonexclusive listing strike out the words underlined.

New Requirements For Responsible Brokers

All responsible brokers renewing their Wyoming real estate license in 2012 and beyond must take a Wyoming Real Estate Commission approved Brokerage Management Course in addition to the 24 hours of required courses and the 21 hours of elective courses (53 total hours to renew a Wyoming responsible broker license). The Wyoming Real Estate Institute and Steve Willoughby Seminars both have submitted courses (which have been approved) and will soon be offering the courses around the state. Please go to the WREC education calendar (or the schools' websites) to see when and where one of these fantastic, Wyoming-specific courses is being taught that best suits your needs.

In 2013 and beyond, a Wyoming Real Estate Commission approved Brokerage Management Course is required to be taken to become a responsible broker (additional pre-license education). Please realize it may take some planning to be in a position to have taken the class should a salesman or associate broker desire to upgrade their license to responsible broker. Especially on short notice. The Brokerage Management class can be taken/used for elective credit by salesmen and associate brokers. These quality courses should be informative and of interest to all Wyoming real estate license levels.

NEW LEGISLATION, effective July 1, 2012

The 2012 Legislature passed a bill that impacts Wyoming real estate licensees. The subject matter of the bill is Broker Price Opinions. The bill can be found by clicking:

<http://legisweb.state.wy.us/2012/Enroll/SF0067.pdf>

For your convenience, here are the nuts and bolts:

Providing a BPO was added to the definition of real estate activity.

The definition of a BPO was added as follows,
 "Broker's price opinion" means an estimate prepared by a licensee that details the probable selling price of real estate and provides a varying level of detail about the real estate's condition, market and neighborhood and information about sales of comparable real estate;

A new statute was created:

33-28-125. Broker's price opinions.

- (a) A licensee may prepare a broker's price opinion:
 - (i) To a potential seller or third party, recommending a listing price of real estate;
 - (ii) To a potential buyer or third party, recommending a purchase price of real estate; or
 - (iii) To any third party, for any purpose permitted by law.
- (b) Every printed or electronic broker's price opinion prepared as provided in subsection (a) of this section shall include the statement: "This is an opinion of price and is not a certified appraisal of the market value of the property. If such an appraisal is desired, the service of a certified appraiser must be obtained."

Changes were also made to the Wyoming Certified Real Estate Appraiser Board's statutes:

33-39-103. Exemptions.

- (a) Except as provided in subsection (b) of this section, this act does not apply to any person who does not hold himself out as, or offer to perform services as, a certified real estate appraiser.
- (b) Any licensed real estate licensee shall only provide an opinion as to the price of real estate as provided in W.S. 33-28-125.

Please note the prevalence of the word "price" and not value. Please also understand the statute requires specific wording to be used in BPOs, "This is an opinion of price and is not a certified appraisal of the market value of the property. If such an appraisal is desired, the service of a certified appraiser must be obtained."

This law goes into effect July 1, 2012.

Real estate licenses cancelled for 2011

Wyoming

Hale	Dennis	Afton	Schilling	Berniece	Casper
Jackson	Kevin	Afton	Stafford	Caryl	Casper
Johnson	Raymond	Afton	Wolz	Elizabeth (Liz)	Casper
Bard	Shawn	Alpine	Alvarado	Morayma	Cheyenne
Beck	Josephine	Alpine	Cramer	Bonita (Bonnie)	Cheyenne
Hoff	Thomas	Alpine	Delong	Jeffrey	Cheyenne
O'Rourke	Megan	Alpine	Fullmer	Susan	Cheyenne
Runyan	Cody	Alta	Galeotos	Barbara	Cheyenne
Tremblay	George	Alta	Harding	Chaundra	Cheyenne
Keller	Khristina	Big Piney	Haynes	Donna	Cheyenne
Filkins	Marilyn	Bondurant	Haynes	Thomas	Cheyenne
Boyd	Nathan	Buffalo	Herd	Margaret	Cheyenne
Geis	Bridgette	Buffalo	Herd	Larry	Cheyenne
Nielsen	Molly	Buffalo	Herron	Charles	Cheyenne
Sanford	Thomas	Buffalo	Johnson	Patricia	Cheyenne
Smith	Nicholas	Buffalo	Johnston	Christine	Cheyenne
Straight	Linda	Buffalo	Lopez	Deborah	Cheyenne
Straight	Chadwick	Buffalo	Lowe	Jeremy	Cheyenne
Abbott	Mike	Casper	Maas	Cheryl (Cheri)	Cheyenne
Amick	Michael	Casper	Mallon	Billie	Cheyenne
Cole	Dena	Casper	Nelson	Lois	Cheyenne
Collums	James	Casper	Parrish	Wilhelma	Cheyenne
Crozier	Jonee	Casper	Pinter	Shaela	Cheyenne
Frank	Laura	Casper	Price	Don	Cheyenne
Gerlock	Amy	Casper	Rabel	Shawn	Cheyenne
Gillett	Audrey	Casper	Ray	Lisa	Cheyenne
Groelle	Brenda	Casper	Renfro	Jane	Cheyenne
Hebbert	Travis	Casper	Riggs	Lisa	Cheyenne
Helm, Jr.	Stephen	Casper	Roos	Tara	Cheyenne
Hooper	Shaun	Casper	Sargent	Jeffrey	Cheyenne
James	Merry	Casper	Scherer, II	Robert	Cheyenne
Keating	Matt	Casper	Seiloff	Deborah	Cheyenne
Koerber	Lisa	Casper	Steil	Aimee	Cheyenne
Nichelson	Tammy	Casper	Stults	Douglas	Cheyenne
Noziska	William	Casper	Taylor, III	Harold	Cheyenne
Olson	Michael	Casper	Trainer	Jennifer	Cheyenne
Opella, Jr.	Eddie	Casper	Ward	James	Cheyenne
Ridley	Evan	Casper	Weiss	Randy	Cheyenne
Risvold	Sandra	Casper	Young	Stephen (Steve)	Cheyenne
Rodrick	Brianne	Casper	Ziemann	Trevor	Cheyenne
Rosser	Robert	Casper	Ziemann	Josh	Cheyenne
Schilling	William	Casper	Jarvis	Nancy	Cody
			Roberts	Colt	Cody

Real estate licenses cancelled for 2011—continued

Schmidt	Eric	Cody	DaCosta	Lisa	Jackson
Vine	Vance	Cody	Damman	Johanna	Jackson
Wilkerson	Ralph	Cody	Dolan, Jr.	Philip	Jackson
Goodrich	Robin	Dayton	Frechette	John	Jackson
Chiapuzio	Robert (Bob)	Douglas	Haman	Caryn	Jackson
Werkele	Stacie	Douglas	Holland	John	Jackson
Zenisek	Debra	Douglas	Kelm	Caroline	Jackson
Glade	Laura	Dubois	Lemon	Virginia	Jackson
Wells	Dana	Dubois	Mateosky	Cassandra	Jackson
Plowman	Debra	Evanston	McElroy-Alley	Gretchen	Jackson
Williams	Debra	Evanston	McGregor	Kimberly	Jackson
Winberg	Zane	Evanston	McKelvey	Susan	Jackson
Golden	Kim	Evansville	Ontko	Bryan	Jackson
Preece	Dina	Fort Bridger	Quinn	Meghan	Jackson
Brothers	Sharon	Gillette	Ramsay	Mark	Jackson
Bullock	Kathy	Gillette	Sandberg	Vincent (Chuck)	Jackson
Culbertson	Teresa	Gillette	Schuler	Anne	Jackson
Cundall	Shawnda	Gillette	Smith	Gardner	Jackson
Mikkelson	Ronnie	Gillette	Smith	Patricia	Jackson
Miletta	Suzanne	Gillette	Spector	Michael	Jackson
Morrison	Valerie	Gillette	Terrill	Betty	Jackson
Sandy	Jason	Gillette	Thomas, II	E. J.	Jackson
Schilling	Laurie	Gillette	Tolson	Dancy	Jackson
Sinclair	Scott	Gillette	Travis	Terry	Jackson
Sundquist	Megan	Gillette	Vito	James	Jackson
Szymusiak	Cecelia	Gillette	Walton	Juliana	Jackson
Welch	Debra	Gillette	Calvert	Todd	Lander
Ginder	Norma (Jeannie)	Glenrock	Hutto	Leslye	Lander
Miller	Amanda	Glenrock	Johnson	Michael	Lander
Miller	Charlene	Green River	Keiser	Frank	Lander
Winkel	Jonathan	Green River	Kihn	Clark	Lander
Cotton	Sierra	Greybull	McNiven	Travis	Lander
Elwood	Kathryn (Kay)	Guernsey	Swanson	Jeffery	Lander
Korkow	Vicki	Hanna	Toms	Marilyn	Lander
Keiter	Lisa	Hillsdale	McGinnis	Shawn	Laramie
Allen	Josephine	Jackson	Peters	Theodosia	Laramie
Arnott	Paula (Polly)	Jackson	Van Pelt	Richard	Laramie
Bentlage	Debora	Jackson	Platts	Robert	Lyman
Berge	Kristian	Jackson	Carpenter	Diane	Mills
Bradley	Benjamin (Brad)	Jackson	Jensen	Russell	Mountain View
Broz	Dennis	Jackson	Adamson	Travis	Newcastle
Byerly	John	Jackson	Merrill	Lisa	Pine Bluffs
Carson Curry	Tasha	Jackson	Bowser	Bary	Pinedale

Real estate licenses cancelled for 2011—continued

Hosler	Michelle	Pinedale	Minshall	Melissa	Teton Village
Jones	Tina	Pinedale	Morgan	Ashley	Teton Village
Reiprish	Stephanie	Pinedale	Schoen	Ryan	Teton Village
Travis	Laurel	Pinedale	Azevedo	Donald	Thayne
Link	Raymond	Powell	Fahringer	Mary	Thayne
Reno	Rosemary	Powell	Jepperson	Vickie	Thayne
Finch	Candy	Rawlins	Jones	Howard	Thayne
Hill	Emmee	Rawlins	Zollinger	Jamie	Thayne
Sala-Boggs	Deborah (Deb)	Rawlins	Smith	Lynnette	Thermopolis
Bradley	Kaycee	Riverton	Talmadge	Ann	Thermopolis
Gregory	Erin	Riverton	Leonhardt	Alana	Torrington
Hill	Julie	Riverton	Shimic	Shay	Torrington
Montz	Deanna	Riverton	Rush	Sara	Upton
Rapue	Cheryl	Riverton	Mathis	Mary	Wheatland
Roseno	Denise	Riverton	Owens	Jerrene	Wheatland
Anderson	Diana	Rock Springs	Clapp	David	Wilson
Buston	Paula	Rock Springs	Husman	Jennifer	Wilson
Cloward	Chelsey	Rock Springs	Kelley	Alicia	Wilson
Giovale	Paul	Rock Springs	Kornblum	David	Wilson
Searle	Jacqueline	Rock Springs	Magnusson	Lars	Wilson
Wallendorff	Dolores (Dodie)	Rock Springs	Rork	Taylor	Wilson
Nichols	Michelle	Rozet	Bennett	Kaleigh	Worland
Reede	John	Rozet	Lungren	Mark	Worland
Abeyta	Teisha	Sheridan	Skinner	Stanley	Worland
Bruce	Christine	Sheridan	Thomas	Mandy	Wright
Buskirk	Nancy	Sheridan			
Fryer	Donna	Sheridan			
Funk	Daniel (Dan)	Sheridan			
Hall	Kristi	Sheridan			
Hamilton	Kimberly	Sheridan			
Izzard	Edward	Sheridan			
Kaatz	Jack	Sheridan			
Kendrick	Stephanie	Sheridan			
Marshall	Patrick (Pat)	Sheridan			
Putman	Julie	Sheridan			
Sabine	Todd	Sheridan			
Smith	Kimberly	Sheridan			
Spurling	Tara	Sheridan			
Szewc	Jason	Sheridan			
Wagner	Ryan	Sheridan			
Wambolt	Cody	Sheridan			
Briddle	Kim	Shoshoni			
Shanor	Richard	Story			

Appraiser Board Member Needed

If you would like to give back to your industry, help the fine state of Wyoming, and protect the public... please consider applying to Governor Mead's office for appointment.

After 6 years of dedication and service to the Wyoming Certified Real Estate Appraiser Board, the appraisal industry, and the users of Wyoming appraisal services; Theo Hirshfeld is term limited. Governor Mead will be appointing a new Wyoming Certified General Board Member to take Theo's place this summer.

For an appointment application for the Board, go to:

<http://governor.wy.gov/resources/Pages/BoardsandCommissions.aspx>

Bone	Thomas	Gadsden, AL	Harper	Shelley	Hayden, ID
Bone	Andrew	Gadsden, AL	Harper	Christopher	Hayden, ID
King	James	Rainbow City, AL	Meppen	Loueen	Idaho Falls, ID
Kaiser	Rhonda	Chandler, AZ	Windmiller	James (Jim)	Idaho Falls, ID
Stafford	Duane	Green Valley, AZ	Gailey	Janette	Ovid, ID
Risi	John	Phoenix, AZ	Bilotta	Aaron	Victor, ID
Tinz	Pamela	Corona, CA	Rose	Cynthia	Victor, ID
Driskill	Jocelyn	Salinas, CA	Thomas	Melanie	Victor, ID
Wong	Cheryl	Santa Cruz, CA	Vandermiden	David	Victor, ID
Latousek	Thomas	Boulder, CO	Kollenborn	Grant	New Orleans, LA
Ripmaster	Joel	Boulder, CO	Friedlander	Marc	Aberdeen, MD
O'Keefe	Michael	Carr, CO	Blauvelt	Ronald	Carthage, MD
Waldron	Amanda	Colorado Spgs, CO	Kamicka	Tamara	Lapeer, MI
Austin, III	Harry	Denver, CO	Howard	Ricky	Belton, MO
Ehrenstrasser	Erich	Denver, CO	Wharton	David	Byrnes Mill, MO
Ibbotson	Robert	Denver, CO	Layne	Shirley	Big Timber, MT
Crowley	Erin	Fort Collins, CO	Todd	Donald (Sonny)	Big Timber, MT
Golba	Robert	Fort Collins, CO	Fjeldheim	Robert	Billings, MT
Herk	Cole	Fort Collins, CO	Gibson	William	Billings, MT
Jones	James	Fort Collins, CO	Goggins	John	Billings, MT
Tweeton	Daniel	Fort Collins, CO	Jacobs	Roger	Billings, MT
Weiss	John	Fort Collins, CO	Hagen	Lewis	Bozeman, MT
Wilkewitz	Daniel	Fort Collins, CO	Schoppa	Zoe	Hamilton, MT
Schaack	Michael	Grand Junction, CO	Grosskopf	Richard	Huntley, MT
Calhoun	Richard	Greenwd Village, CO	Neuharth	Phillip	Kalispell, MT
Weisiger	Jonathan	Highlands Ranch, CO	Walker	David	Kalispell, MT
Albrecht	Wendy	Johnstown, CO	Johnson	Vaughn	Livingston, MT
Pennock	Robert	LaPorte, CO	Frank	La Vane	Molt, MT
Dulin	Robert	Longmont, CO	Wright	Myrna	Red Lodge, MT
Guice	Sheree	Longmont, CO	Loyning-Niemi	Holly	Roberts, MT
Rulle	Donald	Longmont, CO	Morris	Lon	Roberts, MT
Schuetze	Bronwyn	Longmont, CO	Clark	David	Stevensville, MT
Gonsior	Charles	Loveland, CO	Gorder	Kassandra	Williston, ND
O'Brien	Pat	Pueblo, CO	Guggenmos	Dawn	Norfolk, NE
Ballard	Deborah	Steamboat Spgs, CO	Marland, Jr.	Robert	North Platte, NE
Holloway	Carly	Wiggins, CO	Polk	John	North Platte, NE
Holloway	Ashleigh	Wiggins, CO	Eastman	Mary	Scottsbluff, NE
Simmons-Holloway	Nancy	Wiggins, CO	Bruere, Jr.	Carl	Albuquerque, NM
Leuschen	Daniel	Windsor, CO	Lawrence	Paul	Organ, NM
Arnell	Guy	Burley, ID	Graham	Eddie	Marlow, OK
Borshell	Bret	Driggs, ID	Holmes	Bruce	Yukon, OK
Cotton	Deanna	Driggs, ID	Kersey	Jonathan	Happy Valley, OR
Martinez	Brenda	Driggs, ID	Johnson	Judy	Belle Fourche, SD
Millette	Anthony	Driggs, ID	Keil	Gene	Belle Fourche, SD
Mowrey	Carrie	Driggs, ID	Leibel	Marty	Belle Fourche, SD
Runyan	Katrina	Driggs, ID	Weishaar	Nicole	Belle Fourche, SD

Real estate licenses cancelled for 2011—continued

Percevich	Michael	Deadwood, SD
Johnson	Clayton	Nemo, SD
Derby	Michael	Rapid City, SD
Kirkeby	Kenneth	Rapid City, SD
Lynch	Colby	Rapid City, SD
Etter	Mary	Spearfish, SD
Goodsell	Janice	Spearfish, SD
Sands	Todd	Spearfish, SD
Schroeder	Lester	Spearfish, SD
Thompson	Carmen	Spearfish, SD
Young	Mark	Spearfish, SD
Sayers, III	Joseph	Austin, TX
Holley	Joshua	Kingwood, TX
Stats	Phillip	Centerville, UT
Webb	Paul	Garden City, UT
Cannon	Curtis	Herriman, UT
Kirk	Thomas	Kaysville, UT
Henderson	Charles	Moab, UT
Hayes	Pamela	Ogden, UT
Bilbrey	Connie	Park City, UT
Hunt	Robert	Park City, UT
Rankin	James	Riverton, UT
Anderson	Boyd	SLC, UT
Fisher	Patricia	SLC, UT
Garbett	Bryson	SLC, UT
Hatch	J.	SLC, UT
Jensen	Mark	SLC, UT
Lowham	Mark	McLean, VA
Fitzpatrick	Patricia (Pat)	Issaquah, WA

The Honorable Matthew H. Mead, Governor
Trenton Hogg, Director
Kari Rayment, Business Coordinator
Kamron Ritter, Investigator
Anna Rabou, Executive Secretary
BJ Jibben, Paralegal

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Commissioner Members:

Ray Elser, Jackson
Landis Benson, Worland
Marcia Case, Douglas
Randall Hall, Casper
Kim Sutherland, Cheyenne

Board Members:

Judy Lane, Cheyenne
Theo Hirshfeld, Buffalo
Robert Brockman, Wheatland
Londa (Loni) Hillyard, Afton
Marlon Schlup, Douglas

Augusta home rentals reach \$25,000 during Masters week

(AUGUSTA, Ga.) – The official agency renting homes and apartments for the Masters Golf Tournament, April 2-8, reports some homes are fetching as much as \$25,000 this year for the one-week stay.

Many Augusta residents list their homes as available for rent during the popular golf event. Large corporations hosting clients or top executives will pay as much as \$25,000 for an 8 or 10 bedroom home during the week, while smaller condos go for a relatively modest \$2,500.

Officials said the average four-bedroom, three-bath home goes for \$8,500.

Dancing sales agent wants to put fun back in real estate

(CAIRNS, Australia) – A real estate [agent] who considers himself a good hip-hop dancer is using his skill to help promote himself and his listings.

Agent Clint Smith of Powe Property says he wants to put the fun back in the real estate business. His video can be found [here](#).