

News From The Director

Nicole Novotny Smith

New Required Courses!

Just a reminder that the Real Estate Commission now has a new menu of Required Courses! You can take any of the new Required Courses once in a renewal cycle to count for your required credit hours. If you have feedback concerning these new classes, please send your thoughts to:

rec-education@wyo.gov

You can view the Required Course offerings any time at the Commission's web site:



APPRAISERS, CLIENTS, AND AGENTS:

Discussing appraised value

John Sherman, Vice Chair

Wyoming Certified Real Estate Appraiser Board



Recently a real estate licensee, and personal friend, contacted me to ask why I had not contacted him directly to apprise him that I arrived at a value below the contract price of a property he had listed. He said I should have given him a chance to explain why the contract price was fair. He also told me that it is common practice for other appraisers to contact the involved real estate agent when the appraisal is coming in lower than the contract. This gives the agent the opportunity to make sure the appraiser did not miss anything and fully understands the subject property.

I see two challenges with this approach. First, saying I am coming in below the contract is, in fact, an appraisal. This means I should have all the requirements met for an appraisal before I make that statement. A copy of that report with that value conclusion would need to be retained in the file even if the report is changed. If only an oral report is made, the requirements of Standards Rule 2-4 and the Record Keeping Rule regarding oral reports must be followed.

Second, my client is the lender. The value opinion in the appraisal is confidential. I could tell the lender I am coming in below the contract price and ask if it is okay for me to contact a real estate agent to find out if I missed anything. The danger here is that it is exactly the kind of behavior that got the appraisers, lenders and real estate professionals in trouble federally in the first place. How would it appear to the lender or the buyer if the appraiser says he is coming in below the contract, then he talks to the selling agent and - lo and behold - he decides to come up to the contract price. Maybe he did miss something and is justified in this change of heart. It still reeks of collusion, pressure and influence by people who are not unbiased about the price.



(Continued)

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(continued) My friend indicated that, as an agent representing the seller, he was obligated to try to get me to raise the appraised value. I do not have a Real Estate License and do not pretend to know what an agent's obligations are but I am aware that my friend was representing the buyer and as such, should be looking out for the buyer's best interest. I also know my friend was working on a commission and the higher the sale price - the higher the commission. Therefore, he has a different perspective and goal, as well as a different obligation than I do in this transaction.

I personally see a real danger with the practice of discussing the appraised value with the involved real estate agent(s) after I have arrived at a value conclusion but prior to submitting the report. Even if I have permission from the lender client. All the information about these discussions should be in the file for review by an auditor. How is a bank examiner going to feel about this approach? How does it look to the public whose trust is already shaken? Since this discussion with my friend, I try very hard to get any information the agent wants to share with me about his reasoning and support for the contract value at the beginning of the process, before I have reached a value conclusion. I can then consider it along with all the other information I gather to prepare the report. During this process I also keep in mind that the person providing information during this process may be coming from a different perspective with different motives.

What is important here is that I act in a way that encourages public trust and that I would not be afraid to defend my appraisal if my actions end up on the front page of the paper.



Real Estate Discipline — None

Certified Appraiser Discipline - None



CANCELLED SALESMAN LICENSES

Name	City
Paul Bealefield	Casper
Oliver M Wallop	Casper
Sheanna M. Virden	Casper
Kristine_T Ames	Gillette
Kevin T. Blankenship	Kinnear
Karen L. Urban	Driggs
Cynthia D. Hallett	Cheyenne
Vernon E Zurick	Boulder
Karen Anne Gill	Jackson
Angela R. Miller	Casper
Randy E. Sigel	Blackhawk
Kerry L. Martinson	Billings
Mark S. Guyer	Sheridan
John_William Jr. Rice	Gillette
Jaylene M. Roybal	Casper
Aisha C Perkins	Arvada
Sherri M. Hogelin	Laramie
Victoria_K. Hunt	Lingle
Gerald_L. Millsap	Cheyenne
Hannah R. Gaddis	Casper
Chad J. Blea	Casper
Matthew P. Gaddis	Casper
Suzanne M. Meier	Mesa
Chad B Sorensen	Casper
Tamala_J. Collins	Cody
Scot C Mattheis	Jackson
Trenton J. Hogg	Cheyenne
Lavanda A Dube	Douglas
Rebecca S. Peterson	Gillette

Name	City
Wendy C Rumminger	Casper
Angela Jo Cole	Laramie
Judy L Rogers	Union
Perry E Study	Gillette
Deborah R Cederburg	Cheyenne
Cheryl K Yeik	Yoder
Don Schulthess	Buffalo
Linda C Harris	Gillette
Richard B Wilson	Cheyenne
Regina Rae Brown	Thermopolis
April Brimmer Kunz	Cheyenne
Dick R. Heiner	Bedford
Mitchell R. Esponda	Buffalo
J. Wm. May	Jackson
Barbara Bakken	Billings
Yvonne M. Waggener	Gillette
Meagan B Moore	Sheridan
Kelsey D. Willey	Glenrock
Magen A Reed	Clinton
Henry Sturgis Mathieu	Jackson
Traci L. Aguilar	Casper
Samantha N Lake	Green River
Tina M Fink	Cody
Brandi C Waterhouse	Buffalo
Jason N Cummings	Casper
Brandon P. Ewing	Casper
Melinda S Murphy	Casper
Jennifer L Sjolín	Rawlins
Korina L. Goodwin	Casper
Carina L. Ready	Casper



CANCELLED SALESMAN LICENSES

Name	City
Jlee Steed	Lovell
Lauren V. Griffith	Casper
Christie L. Fritz	Ranchester
Susan M Parrott	Sheridan
Jennifer R Durako	Cheyenne
Tommy J Hupp	Gillette
Diana L. Stiles	Cheyenne
Arlene J. Geer	Laramie
Samantha R_Norberg	Kimball
John D. Molko	Gering
Shirley M Schafer	Gillette
Ralph Joseph Palmer	Gillette
Christle Robinson	Central City
Lyndon R. Wentz	Gillette
Jon A Hindman	Jackson
Jan E Momchilovich	Jackson
Steven R. Bohl	Wayzata
Richard_A Gorter	Gillette
Sara L Payne	Austin
Susan M. Kingwill	Jackson
Alexander Branca	Houston
Rebecca_L Wilkinson	Casper
Florence Vanmalderen	Sunny Isles Beach
G. Nelson Payne	Wilson
Jacqueline M. Palkovich	Castle Rock
Adam Raddaoui	Laramie
Patricia L. Boyd	Jackson
Elizabeth L. Schmid	Wilson
Barbara S Smith	Jackson
Macye Lavinder K Maher	Jackson

Name	City
Theodore A Schaal	Evergreen
Cynthia G Adams	Gillette
Hollis T Danner	Jackson
Richard J Grant	Cheyenne
Priscilla M. Retherford-Cazas	Buffalo
William C Hinkley	Cheyenne
Betsey L. Nickerson	Granite Canyon
Ben C Reilly	Jackson
Jeffrey_T Smith	Wilson
Emma L Franzeim	Jackson
Dawn C Schramm	Conifer
Shanna R Kmoch	Rawlins
Todd W Jones	Cheyenne
Deanna M Reisch	Mesquite
Hannah R Bohlinger	Cheyenne
Nathan G Mogen	Casper
George W. Eastman	Cody
Roger R. Heenan	Casper
Anna N Land	Gillette
Will J Buckley	Torrington
Michael J Johnson	Laramie
Cheryl J Fuechsel	Lander
Gene L Galitz	Lander
Clifton G York	Norwalk
Alissa P Boddie	Jackson
Bonnie A Robinson	Laramie
Wendy L Carnahan	Cody
John D Harvey	Cheyenne
Ronnie L Wolfe	Powell
Denise K Fitzpatrick	Cheyenne



CANCELLED SALESMAN LICENSES

Name	City
James W Bardgett	Casper
Kyle KJ Johnson	Casper
Austin T Jones	Cheyenne
Joshua O Yarger	Bar Nunn
Patrick Hourigan	Truckee
Richard V Konkler	Casper
Barbara J Teich	Northglenn



CANCELLED ASSOCIATE BROKER LICENSES

Name	City
Edith G. Wieland	Sheridan
Ann M. Flack	Cody
Robert C Pooser	Jackson
Matthew J Malosh	Cheyenne
Karen K Field	Evanston
Kent Patrick Mitchell	Bozeman
Billy V Roady	Basin
Karen L Sellers	Powell
Patricia Susan Speer	Saratoga
Krista L Beale	Evansville
Sue A Caperton	China Spring
Alvin L. Trainer	Belgrade
Daniel F. Dickinson	Gering
Jack E. Pelissier	Big Horn
Lisa Annette Gustafson	Alpine
Misty M. Tyson	Wheatland
Anne E. Bruch	Buffalo
Kathleen S Durante	Cheyenne
David C O'Dell	Laramie
Thomas Ostlund	Cheyenne
Bruce D. Schilling	Gillette
William D. Voerding	Cody
Charles B West	Cheyenne
Blanche S Taberna	Sheridan
Mark A Miles	Alpine
Sue T. Hewitt	Rawlins
Michael T. O'Grady	Cheyenne
David C Hough	Cody
Richard D. Wilder	Cody

Name	City
Kathleen A Hove	Gillette
Gregory J Smith	Buffalo
Ellen L. Roylance	Spring
James E. Slater	Cheyenne
James W Weppner	Cheyenne
Gary Laverne Baxter	Powell
Leeland T Grieve	Baggs
LaVern R. Johnson	Newcastle
Margie C Earlywine	Cheyenne
Nathan V Doty	Cheyenne
Carl R Clavel	Denver
Lana D. Rupert	Centerville
Dwight N. Emmons	Cheyenne
Joanell Carol Schryver	Eden
Deborah S Rapoza	Fort Mohave
Walter E Broach	Broken Arrow
Carolyn S. Rumann	Cheyenne
Linda L. Schreiber	Greeley
Donna L Crown	Greenwood Village
Louise K. Ryckman	Green River
Michael S. Christman	Jackson
James Kelly Royal	Cody
Victor Raymond	Wilson
Harry A Lehman	Cody
Christian K. Schmid	Wilson
William P Healey	Jackson
Samuel C Dunlap	Fair Oaks Ranch
Alexander D Murray	Eagle



CANCELLED FIRM LICENSES

Name
Frontier Properties, LLC
Allen And Company Real Estate, LLC
Jackson Hole Real Estate Company, LLC (Branch 1)
Carroll Realty Co, Inc (Branch 1)
Cabin Country, Inc
The Property Exchange, Inc (Branch 1)
Index Capital Corporation
Sanctuary Real Estate, LLC
Trout Creek Realty
West Group Real Estate, LLC (Branch 1)
CBC Realty LLC
Minglewood Homes
The Property Store, Inc.
Terraqua, LLC
Countryside Real Estate, LLC (Branch 1)
Centennial Real Estate, LLC
Nilson Homes
Snow Real Estate, Inc
Home Realty Inc.
Asmus Brothers RE Brokers & Auctioneers
The Legacy Property Management Company, LLC
Newmark Grubb Knight Frank
Elite Property Management LLC
The Key Real Estate Group, LLC
IMI Resort Properties of Wyoming, LLC



CANCELLED RESPONSIBLE BROKER LICENSES

Name	City
Jill R. Boxrud	Jackson
Roberta L Miller	Miles City
Nancy J Oakes	Bozeman
Sarah D Downs	Lander
Mary C Quella	Leesburg
William H. McClelland	Fort Collins
Deana Reed	Lusk
Robert K Dawkins	Denver
Shane C Crofts	Cheyenne
Dode L Hammack	Lander
Peggy Ingram	Casper
Celie J Russell	Laramie
Dennis C Meier	Lusk
Thomas C Murdock	Pinedale
Gerald M. Morel	Gillette
Steven Lloyd Brown	Thermopolis
Eugene J. Stringari	Cody
Lisa R. Moore	Cheyenne

Name	City
Debbie L Erisman	Gillette
Martin L Rogers	Union
Patsy C Mitchell	Powell
Edgar F Garner	Alpine
H. W. Kaphengst	Cheyenne
Rebecca S Templeman	Adrian
William C Reed	Cody
Lisa McMillan	Jackson
Jane W. Rainwater	Pavillion
Janet L. Hoagland	Banner
Tim C Conroy	Wilson
Daniel J Simpson	Centennial
Frank James Barta	Pagosa Springs
Christopher A Harmon	Denver

IT'S ALL ABOUT THE NUMBERS

LICENSE NUMBERS AS OF MARCH 2, 2017

REAL ESTATE

Salesman	1099
Associate Broker	627
Responsible Broker	579
Inactive	650
Firms	543

LICENSE NUMBERS AS OF MARCH 2, 2017

APPRAISER

CERTIFIED GENERAL - 201

CERTIFIED RESIDENTIAL - 134

CERTIFIED TRAINEES - 21

APPRAISAL MANAGEMENT COMPANIES

92

Commission, Board, and Staff

Commission Members

Matthew Mead, Governor
Randall Hall, Casper, Chair
Landis Benson, Worland
Linda Foster, Sundance
Debbie Gibbs, Rock Springs
Kim Sutherland, Cheyenne

Staff Members

Nicole Novotny Smith, Executive Director
Rosann David, Business Coordinator
Kamron Ritter, Senior Investigator
BJ Jibben, Licensing Specialist
LeAnne Dingman, Paralegal

Appraiser Board Members

Matthew Mead, Governor
Kim Frome, Grover, Chair
John Sherman, Cheyenne, Vice Chair
Marlon Schlup, Douglas
Bill Getter, Sheridan
Jeanne Tomb, Casper
Wayne Voss, Worland