

The Real Estatement

Vol. 37, No. 1

January 2016

Comments From the Commission Chair



A New Year's Resolution

Marvis Brice

Each year, many of us undertake the time-honored tradition of making a "New Year's resolution." The tradition has its origins in ancient civilization, when the Babylonians made promises at the start of each year to return borrowed objects and pay their debts. In the Medieval era, knights took a "peacock vow" at the end of the Christmas season each year to reaffirm their commitment to chivalry. The tradition has continued over the years, such that it is common around the world. Today, a New Year's resolution involves a person making a promise to do an act of self-improvement or something nice for someone, beginning from New Year's Day.



It is estimated that at the start of the 21st century, about 40% of American adults formed New Year's resolutions. Of course, common resolutions involve losing weight, eating better, quitting smoking, and so forth. People generally start out with the best of intentions, as evidenced by the packed athletic clubs you can see right after the holidays.

Not surprisingly, however, many of those resolutions are difficult to maintain throughout the year. Thank goodness we get another chance to "re-resolve" each January 1st!

At the Commission, we resolve every year to find ways to operate more efficiently and enforce the license law in a way that makes sense. To that end, Commissioners are looking at some possible future law changes to better reflect current day business practices while fulfilling the Commission's mandate to protect the public interest. The buggy whip factory eventually became obsolete as a result of Henry Ford's "horseless carriage" invention. Likewise, the Commission has a few laws on the books which may no longer be relevant because of advances in technology and new models for conducting real estate business.

We also resolve to maintain a constant dialog with industry groups regarding best practices and industry trends. While no legislation is proposed for 2016, we are engaging in ongoing discussions with Idaho REALTORS® leadership and staff regarding advertising issues, cooperative agreements with out-of-state brokers, a possible fee increase, and licensure of property managers.

What resolutions will you make for the New Year? Will you promise to get more involved in industry groups, increase your knowledge and use of technology, or commit to improving your professionalism? Best wishes for success in keeping all your 2016 New Year's resolutions!

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Licen\$e Fee\$

Jeanne Jackson-Heim
Executive Director

In 2006 when I started at the Commission, one of my first duties was to obtain legislative approval to **REDUCE** licensing fees for the third time in as many years. The reductions were possible due to record license numbers, up to 400 new licensees per month. The Commission accumulated cash reserves well in excess of what was needed for fiscal responsibility. Through the early 2000's, the fee was as high as \$220 for individuals and \$100 for companies.

Fast forward a couple of years, and license numbers were in free fall. The Commission implemented numerous cost saving measures, and we were able to continue operating through the market downturn without a fee increase. However, during that time expenditures have consistently ex-

ceeded receipts, forcing us to dip into the reserve account. The current shortfall is approximately \$200,000 a year, despite the fact the Commission almost never spends the maximum amount authorized by the legislature. Thus, reserves have declined significantly, and in the meantime, costs are going up because nothing ever gets cheaper.

License numbers have ticked upward again, but they are unlikely to reach the peak of the 2006-07 "go go" days anytime soon. We estimate license numbers need to run at a consistent minimum of at least 11,500 in order for IREC's revenue to meet current expenditures. Last fiscal year (July 1 to June 30), although we added almost 1200 new licensees, total license numbers reflected a net increase of only 371. At that rate, it will be about 4 years before we reach the break-even point, and that assumes license numbers and operating costs remain stable.

What about the fine money? The cash reserve balance also reflects approximately \$1 million in civil penalty fine money, which is earmarked for education-related items. We budget about \$100,000 for fine money expenditures each year, and that spending is part of the Commission's operating budget approved by the legislature. That means we can't spend down the fine money balance without taking away from the Commission's operational needs.

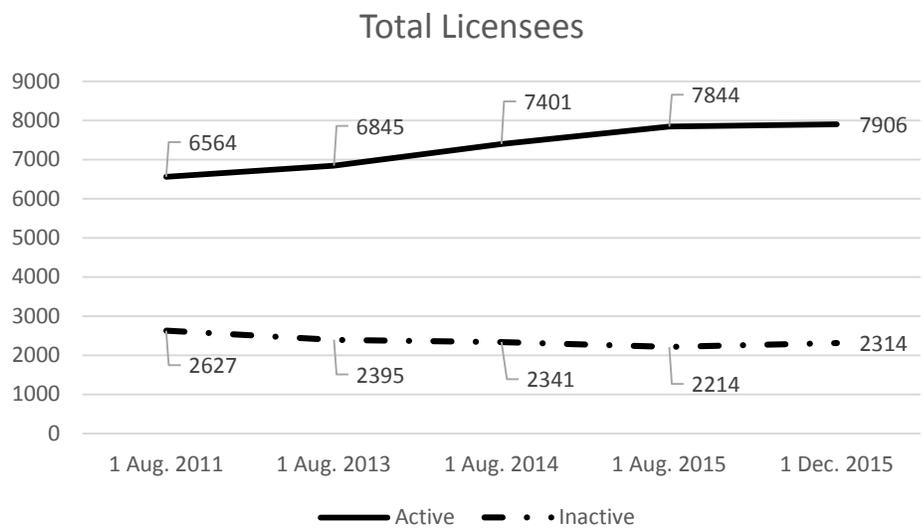
Licensee Statistics

As of December 1, 2015

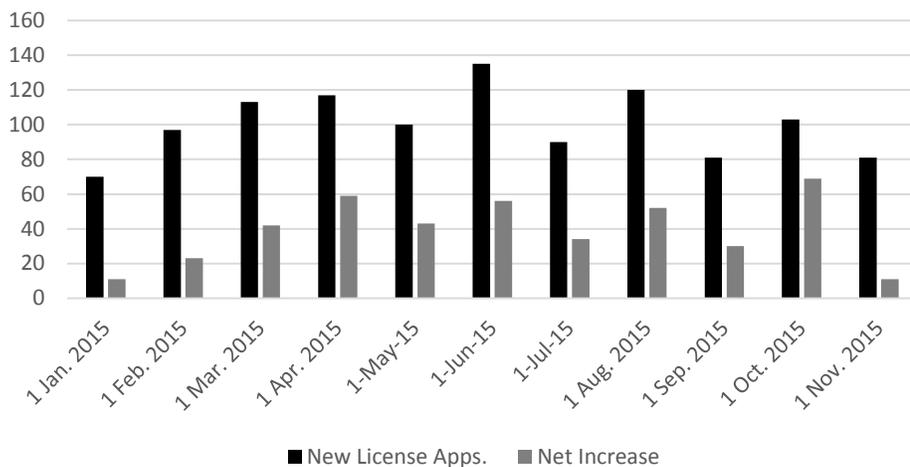
Active 7,906

Inactive 2,314

Total 10,220



Net Increase in License Numbers - 2015



No change in fees is proposed for the 2016 legislative session, but it is extremely likely a fee increase will be submitted for implementation in 2017. Any fee increase must be first authorized by the Governor and then approved by the legislature, however, so there is no guarantee the Commission will be successful in its quest.

This is not happy news, but we hope to count on your understanding and support in this matter. The Commission showed good stewardship by decreasing fees when funds were not needed. Now, the situation is reversed, and it is necessary. If you have any questions or need more information, please do not hesitate to contact us.



Do You Take a “Less is More” Approach to Your Education?

Georgia Meacham
Education Council Chair

Some say the barrier to entry in the real estate industry is surprisingly low. I know this may shock some of you, but the simple fact is.... the Idaho State Legislature sets the requirements for real estate licensure. You may be surprised to learn that pre-license, post-license, license renewal requirements, and qualifying continuing education (CE) topic areas are not set by the Idaho Real Estate Commission or the Idaho Real Estate Education Council. Idaho State Senators and Representatives, with approval of the Governor, make the final decision as to what the educational requirements are in Idaho; our job is to carry out their wishes.

The rules governing real estate education topics in Idaho can be found in Rule 402. APPROVED TOPICS FOR CONTINUING EDUCATION, which states, “The primary purpose of continuing education is to help assure that licensees possess the knowledge, skills, and competency necessary to function in the real estate business in a manner that protects and serves the public interest, or that promotes the professionalism and business proficiency of the licensee. The knowledge or skills taught in an elective course must enable licensees to better serve real estate consumers”.

While there are many wonderful topics that may interest and benefit licensees, some of these courses may not fit the strict directives provided by the legislature. For example, you won't find CE approval for how to use intra-office technology, physical self-defense, or writing a business plan, as these concepts are best taught by the broker to his/her agents. Additionally, you won't find CE approval for classes that promote a product or company. In fact, business promos in a classroom simply don't meet the guidelines as set by the legislature under Rule 500.04. The main concepts identified in the educational requirements are to help protect and serve the public interest and the consumer, not the interests of the real estate agent.

Now for the good news - many studies have been conducted showing a strong correlation between additional education and success in real estate. Tami McHugh, MRE did a capstone project for her Masters of Real Estate degree in which she examines the relationship between education attainment and top producing real estate professionals. You can read the capstone at http://www.rebac.net/RU/CRES/092014/RU_CRES_092014.html. You can also access the research at The Journal of the Center of Real Estate Studies, Vol. 2, No 2, September 2014. McHugh's research is of particular interest to Idaho licensees because she uses data on sales volume from Idaho's own Intermountain Multiple Listing Service to show a direct correlation between education level and income.

(continued on page 6)

Licensing by the Numbers

MiChell Bird
Education & Licensing
Director



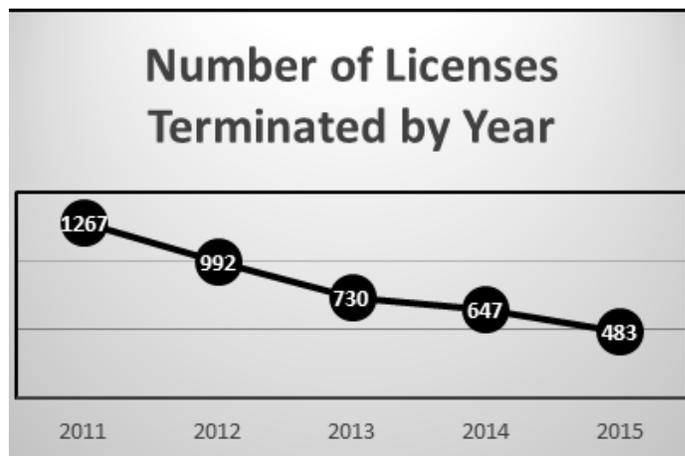
Each month, the Commission looks at the license count and statistics. We watch for licensing trends and any anomalies in the numbers. This helps with decisions on budgeting, balancing workload, and staffing. At times we are asked for some of these statistics, so we thought it would be appropriate to share some of them with you.

The 2015 total license numbers show a small increase in total number of licensees. On December 1, 2015, the license count for active and inactive licensees was 10,220, while active licensees accounted for 7,906 of that total. Although in the last year, 1,164 new salesperson and broker licenses were issued, the net increase is much smaller because the total license count has only increased by 431 licensees. Each month many licenses expire or terminate, which leads to a steady but slower increase in total licensees.

It is typical to see some termination of licenses on an ongoing basis. Termination is defined in Idaho Code 54-2018(3) as a license “that is not renewed within one (1) year of the expiration date.” The law further states the license “shall be automatically terminated by the commission and may not be renewed.”

For this particular research, we studied data from 2011-2015 to identify trends in order to discover how long each person had been licensed before the license terminated. What we determined from the numbers was somewhat predictable but still interesting. Here are some of the key findings:

- The largest percentage of licenses terminating were licenses first issued between 2005 and 2009. Not unexpectedly, these years also had the largest increases in total licenses. In fact, September 2007 was the all-time high number of licensees at 12,994.



NOTE: 2015 reflects January through November only.

(continued on page 6)

DISCIPLINARY ACTIONS

5/1/15 – 10/31/15

FORMAL ACTIONS

Allen, Kimberly Heller, salesperson in Meridian. Allen and her client concocted a scheme whereby the seller's property was listed at one price, but lowered to a price on the MLS the seller would not accept. They said this was done to create a bidding war and was an attempt to get better offers. A buyer produced a full price offer at the reduced price, and the seller refused to sell. Allen stipulated to violation of Idaho Code 54-2053(4) for misleading advertising, and 54-2060(11) for dishonest or dishonorable dealings. Given a Formal Reprimand; required to pay a \$1,500 civil fine within 12 months. The fine is withheld providing Allen successfully completes the following three classes within 12 months: Business Conduct and Office Operations, Ethics: Pricing Offers and Ads, and Can We Do That? Idaho's Agency Laws for Real Estate Professionals. She is also required to reimburse the Commission \$450 for costs and attorney's fees.

Beisinger, Tai J., designated broker in Salt Lake City, Utah. Beisinger is the broker at a firm in Utah. He was the only person licensed in Idaho at the time of this action. He allowed one of his Utah agents to list and market an Ameritel Inn without an active Idaho real estate license. He stipulated to violation of Idaho Code 54-2050(1)(c) - failure to include a price in a listing contract, 54-2050(1)(a) - failure to include an expiration date in a seller representation agreement, 54-2038(1)(a) - failure to supervise his licensee, and 54-2053(1) - naming someone who is not actively licensed in an advertisement for Idaho property. Given a Formal Reprimand; ordered to pay a \$1,500 civil fine, he must reimburse the Commission \$450 for costs and attorney's fees, and he must successfully complete a Post License Introduction to Commercial Real Estate class.

Bennett, Burke, designated broker in Idaho Falls. Bennett placed advertising on Craigslist for the listings of other brokers. He failed to obtain written permission, and failed to acknowledge these properties' true listing brokerages. Stipulated to violation of Idaho Code 54-2053(4) - misleading advertising. Given a Formal Reprimand; ordered to pay a \$500 civil fine, must reimburse the Commission \$450 for costs and attorney's fees, and required to successfully complete a Post License Pricing, Marketing, and Advertising class.

Bowman, David, unlicensed individual. Bowman is licensed in California only. He procured listings for two hotel properties in McCall, Idaho, and advertised them. Stipulated to violation of Idaho Code 54-2002 - unlicensed practice of real estate. He is ordered to cease & desist from unlicensed practice in Idaho, he must pay a \$2,500 civil fine, and reimburse the Commission \$450 for costs and attorney's fees.

CBRE Inc., unlicensed entity, and **CBRE Beverly Hills Commercial Real Estate**, unlicensed entity. Respondents participated in the listing and sale of a frozen foods facility in Pocatello. Stipulated to violation of 54-2002, as defined by IC 54-2004(36)(a), (c), & (d) and 54-2004(2) - unlicensed practice by engaging in selling, listing, buying or negotiating, or offering to sell, list, buy or negotiate the purchase,

sale, option or exchange of real estate or any interest therein or business opportunity or interest therein for others, without an Idaho license. Both Respondents were ordered to cease & desist; to each pay a civil fine of \$1,500 and each pay \$450 for costs & attorney's fees.

Chrysler, Michael A., inactive salesperson. Stipulated to violation of Idaho Code 54-2013 - failure of a licensee to maintain Errors and Omissions insurance or failure of a licensee to submit or cause to be submitted a certificate of coverage as required. Given a Formal Reprimand; ordered to pay a civil fine of \$150, and \$675 for costs and attorney's fees.

Cornwell, Charles, unlicensed individual. Cornwell is licensed in California, under Sperry Van Ness Finest City Commercial. He is not licensed in Idaho. He procured a listing on a commercial property in Idaho Falls, and advertised the property. Commission found him to be in violation of Idaho Code 54-2002 - unlicensed practice. Cornwell was issued an Order to Cease & Desist.

Counsell, Jeffrey, unlicensed individual. Counsell, Ratajski, and Delphey were with the CBRE franchise at the time of this action. Counsell and Ratajski were licensed in Illinois, Delphey was licensed in California. They acted together to market and sell the Heinz Frozen Food facility, in Pocatello. Counsell stipulated to violation of Idaho Code 54-2002 for unlicensed practice. He is ordered to cease and desist from future unlicensed activity; he is required to pay a \$1,500 civil fine, and must reimburse the Commission \$630 for costs and attorney's fees.

Delphey, Scott Michael, unlicensed individual. Delphey, Counsell, and Ratajski were with the CBRE franchise at the time of this action. Counsell and Ratajski were licensed in Illinois, Delphey was licensed in California. They acted together to market and sell the Heinz Frozen Food facility, in Pocatello. Delphey stipulated to violation of Idaho Code 54-2002 for unlicensed practice. He is ordered to cease and desist from future unlicensed activity; he is required to pay a \$1,500 civil fine, and must reimburse the Commission \$630 for costs and attorney's fees.

Dopp, Barbara Jean, salesperson in Boise. Dopp caused postcards to be mailed out advertising an open house. These cards did not include her brokerage's licensed business name. Her website did not include the brokerage name either. A different website provided only an abbreviated version of the brokerage name. Additionally, Dopp identified herself as the designated broker on this website. She stipulated to violation of Idaho Code 54-2053(2) - failure to include the broker's licensed business name in the advertising of listed property, and 54-2053(4) - misleading advertising. Given a Formal Reprimand, ordered to pay a \$500 civil fine, she must reimburse the Commission \$450 for costs and attorney's fees, and she must successfully complete a Post License Fundamentals class.

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Accounting for Property

**Nathan Svevad
Investigator**



As a licensee, you owe certain obligations to customers and clients. Among them is the duty to properly account for moneys or property placed in the care and responsibility of the brokerage. What do you think about when you read that sentence? Earnest money is probably the first thing that comes to mind. Did you know you are responsible for much more than just earnest money?

Take an open house for example; you are responsible for the home you are showing and its contents. Simple, right? However, do you escort all potential buyers through the property every time? Do you ensure the property is secure before leaving? Have you inquired about any family pets that might be escape artists waiting for an opportunity to squeeze through an open door? These are all examples of oversights that could lead you afoul of Idaho law.

Allowing an inspector, contractor, or handyman access and relying on them to “lock up” when they are done is an example of failing to account for property. Removing items from a property considered vacant is another example. Allowing a buyer early access without first receiving permission from the seller is yet another example.

Remember; document everything! Did a seller grant early access? Did they authorize you to give the buyer a key? Did your seller ask you to remove items from the property? Get it in writing! Take the extra time to protect yourself and the brokerage -- your broker will thank you!

Regardless of agency, as a licensee, you are responsible for the moneys or property customers or clients entrust to you. Even the key to a home is property. Property that must be properly accounted for at all times.

IREC Welcomes Nathan Svevad to the Commission!

Nathan (photo above) is the Commission’s new Investigator in the Enforcement Department. He comes to us from the Central Coast of California where he recently completed his Bachelors of Science in Business Administration with a concentration in Management and Human Resources at California Polytechnic State University, San Luis Obispo.

Prior to attending Cal Poly, Nathan served in the U.S. Army with the 25th Infantry Division based in Schofield Barracks, Hawaii.

Nathan is married to Kelly, his wife of four years, and together they have an active two-year-old daughter. Raised in both Michigan and Oregon, Nathan has a love of the outdoors and enjoys fishing, hunting, hiking, and spending time with his family and friends.

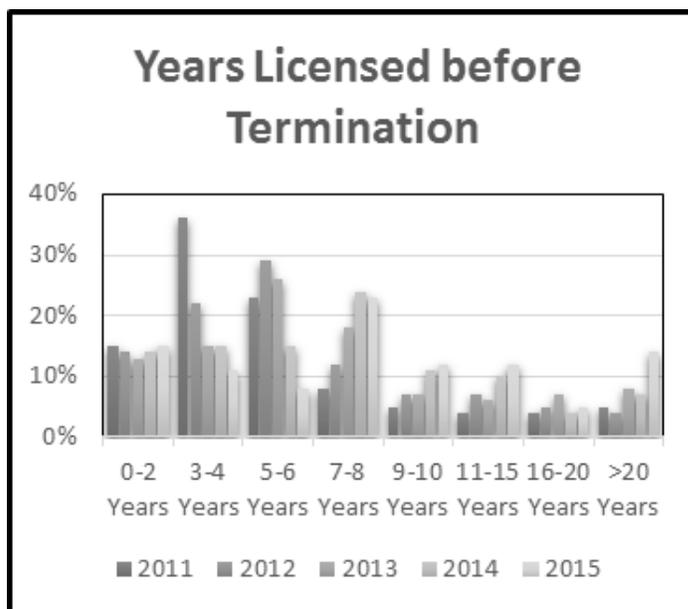
(Do You Take a “Less is More” Approach to Your Education? - continued from page 4)

While McHugh’s article focuses on formal university training and professional designations, there are still great benefits to be had from continuing education in any form. There is a Chinese proverb that puts it this way, “Learning is like rowing upstream, not to advance is to drop back.” Education can not only keep us abreast of changes occurring in our industry, it can help to develop self-confidence and can even affect your bottom line in a positive way.



(Licensing by the Numbers - continued from page 4)

- Since 2011, approximately 15% of all new licensees do not renew after their initial licensing period. This percentage has remained fairly consistent year over year.
- In general, the total number of licenses terminating has decreased slightly each year since 2011.



Another statistic of interest is the distribution of licensees around the state. As expected, the majority of licensees are in the Southwest district with a total of 5,519 active and inactive licensees (59%).

Per the license law, the districts are divided by counties as follows:

- Southwestern: Owyhee, Elmore, Ada, Canyon, Boise, Gem, Payette, Washington, Adams, and Valley.
- South Central: Blaine, Camas, Cassia, Custer, Gooding, Jerome, Lincoln, Minidoka, and Twin Falls.
- Northern: Idaho, Lewis, Nez Perce, Clearwater, Latah, Benewah, Boundary, Shoshone, Kootenai, and Bonner.

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Alert: Wire Fraudsters Targeting Real Estate Transactions

Jessica Edgerton, Associate Counsel NAR®

In recent months, real estate professionals have reported an upswing in a particularly insidious wire scam. A hacker will break into a licensee's email account to obtain information about upcoming real estate transactions. After monitoring the account to determine the likely timing of a close, the hacker will send an email to the buyer, posing either as the title company representative or as the licensee. The fraudulent e-mail will contain new wiring instructions or routing information, and will request that the buyer send transaction-related funds accordingly. Unfortunately, some buyers have fallen for this scheme, and have lost money.

A possible red flag to be aware of, and to alert clients to, is any reference to a "SWIFT wire" transaction, a term that indicates an overseas destination for the funds. However, unlike many other email-based "phishing" schemes, this particular manifestation appears to be more sophisticated and less recognizable as fraud. The communications do not contain the typical grammatical or stylistic oddities that are often present in scam emails. In addition, because the perpetrator has been monitoring the licensee's email account, the fraudulent communication may include detailed and accurate information pertaining to the real estate transaction, including existing wire and banking information, file numbers, and key dates, names, and addresses. Finally, the emails may come from what appears to be a legitimate email address, either because the thief has successfully created a sham account containing a legitimate business's name, or because he or she is sending the email from a truly legitimate – albeit hacked – account.

Be aware, also, that this particular scheme is only one of many forms of online fraud being perpetrated against real estate licensees and their clients. In protecting all parties to a real estate transaction from cybercrime, real estate professionals should consider the following guidance:

1. Prevention

The best line of defense against fraudsters is to make sure that all parties involved in a real estate transaction implement security measures before a cyberattack occurs. These measures include:

- Never send wire transfer information via email. For that matter, never send any sensitive information via email, including banking information, routing numbers, PINS, or any other financial information.
- Inform clients from day one about your email and communication practices, and alert them to the possibility of fraudulent activity. Explain that you will never send, or request that they send, sensitive information via email.
- Prior to wiring any funds, the wirer should contact the intended recipient via a verified telephone number and confirm that the wiring information is accurate. Do not rely on telephone numbers or website addresses provided within an unverified email, as fraudsters often provide their own contact information and set up convincing fake websites in furtherance of their scheme.

- If a situation arises in which you have no choice but to send information about a transaction via email, make sure to use encrypted email.
- Security experts often recommend "going with your gut." Tell clients that if an email or a telephone call ever seems suspicious or "off," that they should refrain from taking any action until the communication has been independently verified as legitimate. When it comes to safety and cybersecurity, always err on the side of being overly cautious.
- If you receive a suspicious email, do not open it. If you have already opened it, do not click on any links contained in the email. Do not open any attachments. Do not call any numbers listed in the email. Do not reply to the email.
- Clean out your email account on a regular basis. Your emails may establish patterns in your business practice over time that hackers can use against you. In addition, a longstanding backlog of emails may contain sensitive information from months or years past. You can always save important emails in a secure location on your internal system or hard drive.
- Change your usernames and passwords on a regular basis, and make sure your employees and licensees do the same.
- Never use usernames or passwords that are easy to guess. Never, ever use the password "password."
- Make sure to implement the most up-to-date firewall and anti-virus technologies in your business.

2. Damage Control

If you believe your email or any other account has been hacked, you should take the following steps:

- Immediately change all usernames and passwords associated with any account that you believe may have been compromised or otherwise made vulnerable by the attack.
- Contact any clients or other parties who may have been exposed during the attack so that they take appropriate action. Remind them not to comply with any requests from an unverified source.
- Report any fraudulent activity to the Federal Bureau of Investigations via their Internet Crime Complaint Center. More information can be found here: <http://www.fbi.gov/scams-safety/e-scams>
- Brokers should report any fraudulent activity to their state or local REALTOR® association so that the associations can send out alerts or take other appropriate action, including contacting NAR.

This advice is not all-inclusive, and real estate practitioners should work with IT and cybersecurity professionals to ensure that their email accounts, online systems, and business practices are as secure and up-to-date as possible.

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AUDIT HONOR ROLL

June - November 2015

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Garden Valley Properties LLC

Paul "P.J." Johnson; DB38763
208 Real Estate, LLC

Barbara J. Woolf; DB17093
American Realty, Inc.

Kara Williams; DB37551
Priest Lake Realty

Donna Capurso; DB22600
Selkirk Mountain Real Estate, LLC

"Margie" Stevens; DB15167
Century 21 RiverStone

Kem Marshall; DB5067
Team Realty

Robin "Rob" McHone; DB29998
Idaho Country Properties, LLC

"Mike" Harrington; DB21228
The Real Estaters LLC

Robert Blewett; DB721
Highland Realty, LLC

"Jim" Moody; DB18129
All Around Realty

Douglas S. Page; DB10922
Century 21 High Desert

Harley Wilcox; DB31677
West Group Real Estate, LLC

John C. Lindbloom; DB14527
Lindbloom Realty

Connie Downs; DB28970
Amazing Idaho Real Estate

Teena M. Turner; DB20276
Evans Realty, LLC

Clayton Brown; DB21198
Clayton L. Brown Real Estate LLC

Jeffrey Thomas Williams; DB20700
Coldwell Banker Classic Properties

John W. Faw; DB18167
Waldo Real Estate

Tracy Kasper; DB22333
Silverhawk Realty, LLC

"Jeff" Dildine; DB24643
Realty One Centre of Boise Inc.

Barbara H. Fogleman; DB18203
Mountain Home Pro Real Estate

"Gabe" Cordova; DB28052
Core Group Realty, LLC

Eric Stans; DB29794
Idaho Premier Properties, Inc.



"Charlie" Parrish; DB11187
Evergreen Realty

(Disciplinary Actions - continued from page 5)

Eisenberg, Derek, unlicensed individual, and **Continental Real Estate Group**, unlicensed entity. Eisenberg claims to be licensed in multiple states, but is not licensed in Idaho. He operates a flat fee operation; whereby, sellers can offer their properties for sale across the USA. He sought clientele in Idaho. The seller is required to list the property with an Idaho licensee who will receive a portion of the fee generated by Eisenberg. The Commission found Eisenberg and Continental Real Estate Group to be in violation of Idaho Code 54-2002 for unlicensed practice. Respondents were issued an Order to Cease & Desist.

Farrell, Denean Marie "DeDe", salesperson in Kellogg. Complainant alleged several agency violations, all of which were unfounded. During the investigation, Farrell was unable to provide a complete transaction file. Stipulated to violation of Idaho Code 54-2060(4) - failure to keep adequate records. Given a Formal Reprimand; must reimburse the Commission \$450 for costs and attorney's fees; and required to successfully complete a Business Conduct and Office Operations class.

Fillmore, Lynn, unlicensed individual, and **Town & Country Apollo Properties, LLC**, unlicensed entity. Fillmore is the designated broker of Town & Country Apollo Properties, a Utah brokerage. He is not licensed in Idaho. Fillmore obtained a listing for a property in Preston, Idaho, and marketed that property through the MLS. The Commission found Fillmore and Town & Country Apollo Properties to be in violation of Idaho Code Section 54-2002 for unlicensed practice. Respondents were issued an Order to Cease & Desist.

Ghorban, Sade, unlicensed individual. Ghorban is licensed in California, but not Idaho. He operates in California as The Kase Group | Sperry Van Ness. He obtained a listing for a fast food franchise in Coeur d'Alene, Idaho, then marketed the property for sale. The Commission found him to be in violation of Idaho Code 54-2002 - unlicensed practice. Ghorban was issued an Order to Cease & Desist.

Gibson, Natalie, salesperson in Meridian. Stipulated to violation of Idaho Code 54-2013 - failure of a licensee to maintain Errors and Omissions insurance or failure of a licensee to submit or cause to be submitted a certificate of coverage as required. Given a Formal Reprimand; ordered to pay a civil fine of \$150, and \$450 for costs and attorney's fees.

Hanks, Ryan Del, inactive salesperson. Hanks represented a buyer, who negotiated the right to place some items in the garage prior to close. At the closing table, the title company gave the keys to Hanks, but told him the finances would not be available until a later date. Hanks asked for permission for his buyers to rent the property until closing, but the seller said no. Hanks was discovered at the property with the buyers moving into the house. Stipulated to violation of Idaho Code 54-2060(3) and 54-2086(1)(c) - failure to account for property. Given a Formal Reprimand; ordered to pay a \$500 civil fine, and must reimburse the Commission \$450 for costs and attorney's fees.

Harmon, Calvin L., designated broker in Fruitland. Harmon interfered with another broker's buyer representation agreement. He also assisted his licensee in preparing documents for this buyer client with full knowledge of the other broker's contract. Stipulated to violation of Idaho Code 54-2054 - interference with a real estate brokerage agreement;

and 54-2038(1)(a) - failure to supervise his licensee. Given a Formal Reprimand; ordered to pay a \$1,500 civil fine; must reimburse the Commission \$450 for costs and attorney's fees; and he must successfully complete a Real Estate Contracts for Today's Transactions class.

Hopper, Sheila Dawn "Shelly", designated broker in Kellogg. Complainant alleged several agency violations, all of which were unfounded. During the investigation, Hopper was unable to provide a complete transaction file. Stipulated to violation of Idaho Code 54-2060(4) - failure to keep adequate records. Given a Formal Reprimand; must reimburse the Commission \$450 for costs and attorney's fees, and must successfully complete a Business Conduct and Office Operations class.

Hubble Homes, LLC, limited liability company in Meridian. Hubble Homes was licensed until January of 2012. The company did not re-license until August 29, 2013. During the time period the company was unlicensed, they engaged in marketing lots they held options on to buyers of custom home packages. Stipulated to violation of Idaho Code 54-2002 - acting as a dealer in options. Ordered to pay a \$1,000 civil fine, and reimburse the Commission \$450 for costs and attorney's fees.

Jewett, Cari A., inactive broker. Jewett moved to Nevada and obtained her Nevada timeshare license. While living in Nevada, she failed to notify the Commission of her new address and contact information. She allowed her ex-husband to procure a buyer and negotiate a transaction in anticipation of a fee. This fee was paid to a company they jointly owned. Additionally, she opened a brokerage and failed to supervise it. Stipulated to violations of Idaho Code 54-2018(9) - failure to notify the Commission of her new address; 54-2054(2) - fee-splitting with an unlicensed business entity, and 54-2038(1)(a)(c) - failure to supervise her brokerage. Agreed to surrender her license, and reimburse the Commission \$1,070 for costs and attorney's fees.

Jewett, James L., salesperson in Boise. Jewett held an inactive license for many years. While he was unlicensed, he brokered a transaction in anticipation of a fee. When he re-obtained his license, he provided an address that was not his personal address. Stipulated to violation of Idaho Code 54-2002 - unlicensed brokerage of real estate; and 54-2018(9) - failure to keep his personal contact information updated. Given a Formal Reprimand; he must keep his personal address and telephone number consistently updated with the Commission; ordered to pay a \$3,500 civil fine and \$450 for costs and attorney's fees.

Kallas, Jr., David W., associate broker in Meridian. Kallas received an educational contact from Commission staff regarding the advertising laws, and specifically, the brokerage name on his signs being too small. A year later, Kallas sent out both flyers and post cards promoting his team name as if it were a brokerage. His licensed brokerage name was not on these materials. In addition, staff discovered Kallas was still using the same signs he was told to change. Stipulated to violation of Idaho Code 54-2053(2) - failure to include his broker's licensed business name in advertising of listed property, and 54-2053(4) - misleading advertising. Given a Formal Reprimand, ordered to pay a \$500 civil fine, he must reimburse the Commission \$450 for costs and attorney's

(continued on page 10)

fees, and he must successfully complete a Post License Pricing, Marketing, and Advertising class.

Kondo, Sheri, unlicensed individual, and Fathom Realty, unlicensed entity. Kondo is a Texas licensee who was marketing a property for her father. No evidence of any success. Commission found Kondo and Fathom Realty to be in violation of 54-2002, as defined by 54-2004(36)(a), (c), and (d) and 54-2004(2) - unlicensed practice by engaging in selling, listing, buying or negotiating, or offering to sell, list, buy or negotiate the purchase, sale, option or exchange of real estate or any interest therein or business opportunity or interest therein for others, without an Idaho license. Respondents were issued an Order to Cease & Desist.

Langston, Jarron K., salesperson in Meridian. Langston was charged with eight felony violations. These involved his use of a computer system to divert customer funds to his own use. He pled guilty to one of these charges, in exchange for the dropping of the other charges. Langston failed to report his conviction within 20 days to the Idaho Real Estate Commission. He waited over a year, and reported it on his license renewal form. He stipulated to violation of Idaho Code 54-2061(1)(a) - conviction of a felony, and 54-2061(3) - failure to report that conviction within 20 days. Langston's real estate license is revoked. Ordered to reimburse the Commission \$1,050 for costs and attorney's fees.

McDonald, Richard Michael, expired licensee. Stipulated to violation of Idaho Code 54-2013 - failure of a licensee to maintain Errors and Omissions insurance or failure of a licensee to submit or cause to be submitted a certificate of coverage as required. Given a Formal Reprimand; ordered to pay a civil fine of \$150, and \$450 for costs and attorney's fees.

Nentchev, Anton, salesperson in Meridian. Stipulated violation of Idaho Code 54-2013 - failure of a licensee to maintain Errors and Omissions insurance or failure of a licensee to submit or cause to be submitted a certificate of coverage as required. Given a Formal Reprimand; ordered to pay a civil fine of \$150, and \$450 for costs and attorney's fees.

Ochoa, Andrea, unlicensed individual and **My Castle Realty**, unlicensed entity. Ochoa is licensed with My Castle Realty, in Texas. She ran a limited service data entry system to allow Idaho properties to be entered into the Houston MLS. Complaints filed, default judgment entered July 27, 2015. Ochoa is in violation of Idaho Code Section 54-2002 for unlicensed practice. Ordered to pay a \$1,500 civil fine, and to reimburse the Commission \$700 for costs and attorney's fees.

Perales, Roy, salesperson in Nampa. Stipulated to violation of Idaho Code 54-2013 - failure of a licensee to maintain Errors and Omissions insurance or failure of a licensee to submit or cause to be submitted a certificate of coverage as required. Given a Formal Reprimand; ordered to pay a civil fine of \$300, and \$450 for costs and attorney's fees.

Post, Steven K., designated broker in Agoura Hills, California. Post is dual licensed in California and Idaho. He allowed Bowman, who is only licensed in California to list and market two hotel properties in McCall, Idaho. He stipulated to violation of Idaho Code 54-2038(1)(a) - failure to supervise his unlicensed personnel, and 54-2053(1) - naming an unlicensed person in advertising of Idaho property. Given a

Formal Reprimand, ordered to pay a \$1,000 civil fine, and he must reimburse the Commission \$450 for costs and attorney's fees.

Ratajski, Adam, unlicensed individual. Ratajski, Counsell, and Delphey were with the CBRE franchise at the time of this action. Counsell and Ratajski were licensed in Illinois, Delphey was licensed in California. They acted together to market and sell the Heinz Frozen Food facility, in Pocatello. Ratajski stipulated to violation of Idaho Code 54-2002 for unlicensed practice. He is ordered to cease and desist from future unlicensed activity; he is required to pay a \$1,500 civil fine, and must reimburse the Commission \$630 for costs and attorney's fees.

Shields, Gregory W., salesperson in Salt Lake City, Utah. Prior to obtaining his Idaho real estate license, Shields listed and marketed an Ameritel Inn without an active Idaho real estate license. He stipulated to violation of Idaho Code 54-2002 for unlicensed practice. Ordered to pay a \$1,500 civil fine, and reimburse the Commission \$450 for costs and attorney's fees.

Simmons, Michael, unlicensed individual. Simmons is licensed in Wyoming, but not in Idaho. He listed a property for sale that contained land in both Wyoming and Idaho, and advertised this property through his Wyoming brokerage. The Commission found him to be in violation of Idaho Code 54-2002 - unlicensed practice. Simmons was issued an Order to Cease & Desist.

Sky Properties, unlicensed entity. Smoot works for Sky Properties. Both Smoot and Sky Properties are licensed in Utah. Smoot marketed a shopping mall in Idaho Falls. He claimed an ownership interest in the property, which would have allowed him to offer the property by owner. It does not give him the right to offer it through his brokerage, or to hold himself out as someone capable of brokering Idaho property. The Commission found Sky Properties, Inc. to be in violation of Idaho Code 54-2002 for unlicensed practice. Firm was issued an Order to Cease & Desist.

Smoot, Marcus, unlicensed individual. Smoot works for Sky Properties. Both Smoot and Sky Properties are licensed in Utah. Smoot marketed a shopping mall in Idaho Falls. He claimed an ownership interest in the property, which would have allowed him to offer the property by owner. It does not give him the right to offer it through his brokerage, or to hold himself out as someone capable of brokering Idaho property. The Commission found him to be in violation of Idaho Code 54-2002 for unlicensed practice. Smoot was issued an Order to Cease & Desist.

Speakman, Patty De, salesperson in Jackson, Wyoming. A Utah licensee and her Utah broker listed a property in Freedom, Idaho. They approached Speakman to co-list the property with a brokerage that was not licensed in Idaho. Speakman stipulated to violation of Idaho Code 54-2060(12) for gross negligence or reckless conduct. Given a Formal Reprimand, ordered to pay a \$2,000 civil fine, must reimburse the Commission \$450 for costs and attorney's fees, and must successfully complete a Post License Pricing Marketing and Advertising class.

Sperry Van Ness Finest City Commercial, unlicensed entity. Brokerage is licensed in California, but not Idaho. They procured a listing on a commercial property in Idaho

(continued on page 11)

(Disciplinary Actions - continued from page 10)

Falls, and advertised the property. Commission found them in violation of Idaho Code 54-2002 - unlicensed practice. Brokerage was issued an Order to Cease & Desist.

Sproule, Gerald "Jerry", unlicensed individual. Sproule procured both a buyer and seller of a property in Middleton. He referred the transaction to an Idaho licensee, and asked for a fee. The Idaho licensee told him she would not pay him, because that is illegal. Sproule was asked to move some property line encroachments. He delivered his bid, but added the fees he believed he deserved to his bill. Stipulated to violation of Idaho Code 54-2002 - the unlicensed practice of real estate. Ordered to pay a \$2,500 civil fine, and reimburse the Commission \$450 for costs and attorney's fees.

The Kase Group|Sperry Van Ness, unlicensed entity. Brokerage is licensed in California, but not Idaho. They obtained a listing for a fast food franchise in Coeur d'Alene, Idaho, then marketed the property for sale. The Commission found the brokerage to be in violation of Idaho Code 54-2002 - unlicensed practice. Brokerage was issued an Order to Cease & Desist.

Wuestehube, Carl O., designated broker in Dana Point, California. Wuestehube continued his business model as a limited service brokerage after obtaining his real estate license. He failed to provide the minimum services required under Idaho license law. Stipulated to violation of Idaho Code 54-202038(1)(b) - failure to review and approve all real estate agreements, and 54-2086(2) - failure or refusal to be available to receive and timely present all written offers and counteroffers to sellers with whom the broker has a written compensation agreement. Given a Formal Reprimand, ordered to pay a \$1,500 civil fine, he must reimburse the Commission \$450 for costs and attorney's fees, and he must successfully complete an Agency Law class.



Late Errors & Omissions (LEO) - Civil fine for violation of Idaho Code 54-2013 - failure of a licensee to maintain Errors and Omissions insurance or failure of a licensee to submit or cause to be submitted a certificate of coverage as required. Civil penalty fine schedule for violation: 1st - \$150; 2nd - \$300; 3rd - \$600; 4th - \$1,200; 5th - \$2,400; 6th - \$4,800.

Abell, Kevin, designated broker in Eagle - \$150

Appraisal Services, corporation in Hayden - \$150

Bailey, David F., salesperson in Meridian - \$150

Bartkowski, Jeffery, inactive salesperson - \$150

Beal & Company, corporation in Meridian - \$150

Beal, Hart, designated broker in Meridian - \$150

Bogert Dornier, Heidi, associate broker in Ketchum - \$150

Bohn, Theodore C. "Todd", associate broker in Pocatello - \$150

Brickner, Christine M., salesperson in Boise - \$150

Brouse, Michael J., inactive salesperson - \$150

Brown, William H. "Bill", salesperson in Boise - \$150

Brundage Realty, Inc., corporation in McCall - \$150

Campbell, Daniel, salesperson in Meridian - \$150

Capital Group, Inc., corporation in Meridian - \$150

Capital Park Real Estate, LLC, limited liability company in Nampa - \$150

Chesley, Travis, salesperson in Boise - \$150

Colwell, Sara, designated broker in Hailey - \$300

Corona, N. Donelle, associate broker in Boise - \$600

Cotter, Natalia, salesperson in Hayden - \$150

Dawson, John W., designated broker in Boise - \$300

DeMoss, Rochelle L. "Shelly", salesperson in McCall - \$150

Dufur, Bradly, associate broker in Ketchum - \$600

Dunn, Charles E., salesperson in Fruitland - \$150

Ealy, Nethaniel R., salesperson in Moscow - \$150

Elite Homes and Property LLC, terminated limited liability company - \$150

Ellis, Kevin D. "David", salesperson in Eagle - \$150

Evans, Jane, salesperson in Meridian - \$150

F3 Properties, LLC, limited liability company in Hailey - \$150

Fay, William E., salesperson in Driggs - \$600

Gaddis, Christopher, designated broker in Logan, Utah - \$150

Gardner, Sheri F., salesperson in Boise - \$150

Garvey, Gerald, salesperson in Spokane, Washington - \$300

Garvey, Shaylen "Shay", salesperson in Spokane, Washington - \$300

Garvin Homes LLC, limited liability company in Chubbuck - \$600

Garvin, Robert J., designated broker in Chubbuck - \$300

Glemser, Shirley, salesperson in McCall - \$150

Gorrell, Gerald "Jerry", designated broker in Glens Ferry - \$600

Green & Jin Real Estate, LLC, limited liability company in Oceanside, California - \$300

Green, Robert L., designated broker in Oceanside, California - \$150

Greer, Nathan, salesperson in Boise - \$150

Grimes, Gary A., salesperson in Ketchum - \$300

Hawley, Toby J., salesperson in Boise - \$150

Heeb, Dennis, designated broker in Boise - \$150

Helton, Mary, salesperson in Boise - \$150

Hicks, Jason, associate broker in Kooskia - \$150

Holland, Judith A., salesperson in Burley - \$150

Holmes, Melanie, salesperson in McCall - \$150

(continued on page 12)

(Disciplinary Actions - continued from page 11)

Hubble, Spencer S., salesperson in Meridian - \$150
Humiston, Alicia J., designated broker in Hayden - \$150
Jackson, Jeffery D., designated broker in Meridian - \$300
Jacobs, Kristy, salesperson in Victor - \$150
Jameson, Ed Dee, designated broker in Hayden - \$600
Jepperson, Bruce, designated broker in Homedale - \$150
Johnson, Karl, salesperson in Moscow - \$150
Johnson, Matt Wade, salesperson in Nampa - \$150
Johnstone, Kristi B. "Bryn", salesperson in Caldwell - \$150
Jones Lang LaSalle Americas, Inc., corporation in Los Angeles, California - \$150
Jones Lang LaSalle Brokerage, Inc., corporation in Salt Lake City, Utah - \$150
Jonnard, Karen, salesperson in Meridian - \$150
Kelly, Victoria L., salesperson in Nampa - \$150
Kerven, Shawn, salesperson in Coeur d'Alene - \$150
Kilgallon, Kathleen, salesperson in Driggs - \$150
Kirk, Christopher P., salesperson in McCall - \$300
Klassen, Kevin, associate broker in Pingree - \$150
Krivor, Casey, salesperson in Harrison - \$150
Kurtz, Jeanette S., salesperson in Boise - \$150
Kutterer, Barbara Lee, salesperson in Clarkston, Washington - \$150
Lafrades, Willie T., salesperson in Boise - \$150
Lake, Linda, designated broker in Nampa - \$150
Lamm, Katie C., salesperson in Meridian - \$150
Lindley, Gregory M. "Greg", salesperson in Meridian - \$150
Loverde, Melissa, salesperson in Meridian - \$150
Lyons, Gerard G. "Jerry", expired salesperson - \$150
Maestas, Juan A., salesperson in Burley - \$150
Marin, Bryan P., designated broker in Nampa - \$300
Marin, Keelly Ann, salesperson in Nampa - \$150
Market Pro Real Estate Services, LLC, limited liability company in Meridian - \$150
Martin, Fred E., inactive salesperson - \$150
Mata, Karla, salesperson in Meridian - \$150
McKee Real Estate, Inc., corporation in McCall - \$150
McKee, Anne Marie, designated broker in McCall - \$150
Middleton, William C., designated broker in Boise - \$4,800
Miller, Jimmie E., designated broker in Eagle - \$150
Moscow Realty, Inc., corporation in Moscow - \$150
Mountain Lakes Realty Inc., corporation in McCall - \$150
Mowers East Idaho Real Estate, LLC, limited liability company in Idaho Falls - \$150
Mowers, Henry I., salesperson in Idaho Falls - \$150

Mowers, Janet B., designated broker in Idaho Falls - \$150
Mullaney, Christine, salesperson in Bellevue, Washington - \$150
Musick, Kyle, salesperson in Grangeville - \$150
Nielsen-Baxter, Desarae, salesperson in Meridian - \$150
Packer's Realty, Inc., corporation in Boise - \$150
Palmer, Michael C., salesperson in Eagle - \$150
Petersen, Tyler L., salesperson in Idaho Falls - \$150
Powell, Travis T., salesperson in Boise - \$150
Puschert, Amy M., salesperson in Wallace - \$150
Ragains, Tamara, associate broker in Kooskia - \$150
Realty Services Inc., corporation in Hayden - \$150
Rosera, Cathleen, salesperson in Boise - \$150
Rubio, Matthew, salesperson in Boise - \$150
Sage Properties, limited liability company in Boise - \$150
Satchwell, Tony K., salesperson in Pocatello - \$300
Schott, Peter, associate broker in Boise - \$150
Scothern, Clark, inactive salesperson - \$300
Sevig, Michael T., salesperson in Boise - \$150
Sevy, Terry James, salesperson in Boise - \$150
Shelman Realty, corporation in Bonners Ferry - \$150
Shepherd, Scott, designated broker in Jackson, Wyoming - \$300
Shields, Ginger, salesperson in Boise - \$300
Sholander, Gerald E., designated broker in Plummer - \$150
Siel, Jeri Susan, salesperson in Coeur d'Alene - \$150
Simonson, Larry L., salesperson in McCall - \$150
Smith (Callister), Heather, salesperson in Blackfoot - \$150
Smith, Jr., Philip J., salesperson in Meridian - \$150
Smith, Robert "Lloyd", designated broker in Burley - \$150
Steidl, Jessica L. "Jessy", designated broker in Sandpoint - \$300
Sternberg, Craig, designated broker in Hayden - \$300
Stobaugh, Lezlie, salesperson in Driggs - \$150
Stombaugh, Kelly L., salesperson in Pocatello - \$150
Sundberg, Kraig, salesperson in Ketchum - \$150
Superior Realty, LLC, limited liability company in Boise - \$150
Tamarack Realty, Inc., corporation in McCall - \$150
Thorndyke, Meagan, salesperson in Boise - \$150
Townsend, Bryant S., salesperson in Eagle - \$150
Tucakovic, Sanel, salesperson in Kuna - \$150
U, Susan, salesperson in Coeur d'Alene - \$150
Vidal, Nickolas "Nick", salesperson in Boise - \$150
Wadsworth Jr., George W., salesperson in Meridian - \$300

(continued on page 13)

(Disciplinary Actions - continued from page 12)

Weaver, Amanda, salesperson in Burley - \$150
Wells, Melinda "Myndee", salesperson in Pocatello - \$150
Wheeler, Ted E., associate broker in Nampa - \$300
Whitaker, Tyler, salesperson in Boise - \$150
Wilder, Kelsey, inactive salesperson - \$150
Wilson Realty of North Idaho, limited liability company in Post Falls - \$150
Wilson, Denise A., associate broker in Salmon - \$150
Wilson, George R., salesperson in Rexburg - \$150
Wilson, Kimber, designated broker in Post Falls - \$150
Wuestehube, Carl O., designated broker in Dana Point, California - \$150
Wyman, Charlene "Char", salesperson in Blackfoot - \$150



Late Continuing Education (LCE) - Civil penalty for violation of Idaho Code 54-2018(5) – submitting a license renewal application without having obtained the CE required by Idaho Code 54-2023. (First time violation unless indicated otherwise by asterisk.)

Armstrong, Barton C., designated broker in Pocatello - \$25
Atwood, Lauryn G., salesperson in Boise - \$300
Backs, Rose M., salesperson in Coeur d'Alene - \$500
Barker, Diane, salesperson in Boise - \$300
Bates, Norma Jean, salesperson in Meridian - \$100
Beck, Jacob A., salesperson in Fruitland - \$300
Bell, Susan R., salesperson in Meridian - \$300
Benglan, Randy L., salesperson in Georgetown - \$500*
Bordeaux, Joel E., salesperson in Coeur d'Alene - \$225
Brennan, Jonathan S. "Jon", salesperson in Glens Ferry - \$500
Brinton, Ruth M., salesperson in Coeur d'Alene - \$250
Brown, Carol Anne, salesperson in Kuna - \$250
Brown, Judith C. "Judey", salesperson in Coeur d'Alene - \$250
Bult, Jacob, salesperson in Sandpoint - \$300
Calvert, Linda J., salesperson in Nampa - \$250
Carr, Sara T., salesperson in Meridian - \$75
Chang, Ok Hee, salesperson in Caldwell - \$600
Cottle, Christy L., salesperson in Meridian - \$250
Crabtree, Tia R., salesperson in Meridian - \$100
Darley, Tyla, salesperson in Logan, Utah - \$250
Davis, Renee F., salesperson in Meridian - \$550

Denniston, Heather A., designated broker in Boise - \$75
Denton, Darcy K., salesperson in Boise - \$800
Dietrich, Perry V., associate broker in Idaho Falls - \$125
Down, Summer, salesperson in Nampa - \$300
Downs, Debra L. "Debi", salesperson in Nampa - \$100
Dubie, Patricia, salesperson in Eagle - \$100
Edwards, Alice B., salesperson in Logan, Utah - \$300
Fabiano, Joseph M., salesperson in Post Falls - \$300*
Fosha, Michael "Fred", salesperson in Meridian - \$1,000
Fox, Stephen O., salesperson in Spokane, Washington - \$550
Frei, Steven M., designated broker in Idaho Falls - \$100
Gilbert, Nancy L., associate broker in Hailey - \$100
Givens, Stephanie S., salesperson in Coeur d'Alene - \$225
Gordon, Andrea B., salesperson in Meridian - \$300
Gray, James Rickel "Rick", associate broker in Boise - \$75
Grover, Dorthie M. "Dolly", salesperson in Kuna - \$75
Guthrie, Kathryn, salesperson in Idaho Falls - \$300
Hanson, Brent W., salesperson in Meridian - \$1,000
Healy, Frank A. "Chip", salesperson in Eagle - \$1,600*
Hirai, Wendy, salesperson in Middleton - \$325
Hoart, Eric D., salesperson in Idaho Falls - \$500
Holaday, Brandi, salesperson in Meridian - \$250
Jensen, Janene R., salesperson in Preston - \$250
Johnson, Sheri R., salesperson in Caldwell - \$550
Kaylor, Vikki M., salesperson in Meridian - \$250
Knowles, Andrew, salesperson in Boise - \$150*
Kunz, Jennifer Brook, salesperson in Saint Anthony - \$300
La Peter, Sharon R., designated broker in Eagle - \$250
Lane, Yvette Y., salesperson in Ketchum - \$75
Larsen, Michael D. "Mike", salesperson in Coeur d'Alene - \$100
Leslie, Lee J., associate broker in Irvine, California - \$250
McCathren, Kevin M., designated broker in Spokane, Washington - \$150
Mecham, Norman D., designated broker in Garden City, Utah - \$500*
Merritt, Joel F., salesperson in Thayne, Wyoming - \$300
Morrison Sund, Emily K., salesperson in Caldwell - \$300
Nagrone, Terri L., salesperson in Boise - \$800
Nahas, Russel T. "Russ", salesperson in Boise - \$300
Ndikubwimana, Emmanuel, inactive salesperson - \$500
Oliver, Bryan C., salesperson in Boise - \$100
Pedersen, Troy L., salesperson in Nampa - \$175
Primrose Jr., Richard M. "Rich", salesperson in Eagle - \$300

(continued on page 14)

(Disciplinary Actions - continued from page 13)



- Ramirez, Ivette M., salesperson in Emmett - \$200
- Roth, Seth M., salesperson in Idaho Falls - \$300
- Shirey, Debra Ann “Debi”, inactive salesperson - \$300
- Shoemaker, Justin “Tyler”, salesperson in Eagle - \$300
- Sibley, Sarah H., salesperson in Spokane, Washington - \$250
- Smith, Wesley D. “Wes”, salesperson in Coeur d’Alene - \$250
- Stone, Carla J., associate broker in Alpine, Wyoming - \$250
- Terpstra, Holly Ann, salesperson in Nampa - \$25
- Toepfert, Donald G., designated broker in Eagle - \$250
- Turman, Kelly L., salesperson in Chubbuck - \$300
- U, Susan, salesperson in Coeur d’Alene - \$300
- Wertheim, Karin E., salesperson in Driggs - \$250
- Wiegand, Diane E., designated broker in McCall - \$150*
- Wilson, Jared D., inactive salesperson - \$250
- Youkstetter, Nicole, associate broker in McCall - \$350*

Late License Renewals (LLR) - Violation of Idaho Code 54-2002, 54-2018 and 54-2060(10) - continuing to practice as a licensee after license expired or was inactivated. Designated brokers - \$20 per day. All others - \$10 per day.

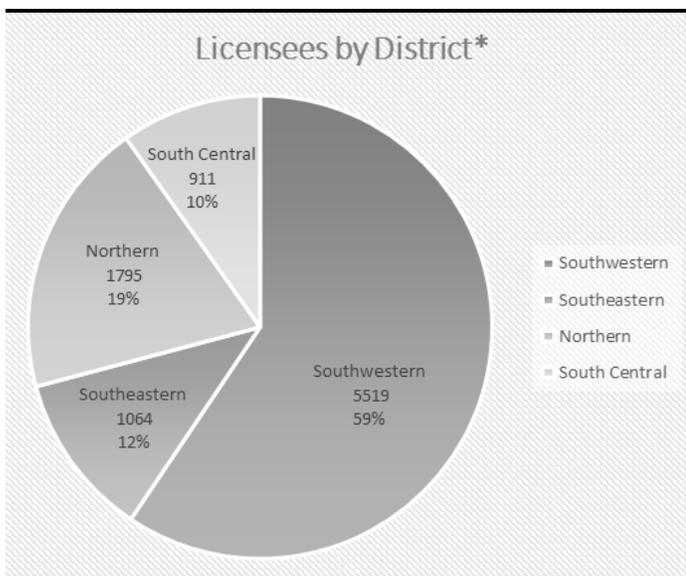
- Ahrend, Marianne M., salesperson in Coeur d’Alene - \$10
- Atkins, Thomas R., salesperson in Boise - \$20
- Failing, Norman G., salesperson in Boise - \$10
- Hedges, Thomas P., designated broker in Jackson, Wyoming - \$20
- Patterson, Jacobi, salesperson in Boise - \$10
- Roby, Timothy W., associate broker in Meridian - \$10
- Schumacher, Clint W., salesperson in Coeur d’Alene - \$950
- Terpstra, Holly, salesperson in Nampa - \$20
- Zebe, Donald, salesperson in Salt Lake City, Utah - \$30

Citation (CIT) – Citation stipulation and civil penalty fine for various Idaho Code violations found during an office inspection.

- Hall, Mark, designated broker with Mark Hall Real Estate in Sandpoint - \$50
- Hebdon, Andrea, designated broker with Edge Real Estate in Rexburg - \$75
- Phillips, Jamie, with OutBack Realty in Island Park - \$25
- Tesulov, Dan, designated broker with Realteam Real Estate Center, in Coeur d’Alene - \$25

(Licensing by the Numbers - continued from page 6)

- Southeastern: Lemhi, Butte, Clark, Fremont, Jefferson, Madison, Teton, Bonneville, Bingham, Caribou, Bear Lake, Franklin, Oneida, Power, and Bannock.



These licensing numbers show that the Southwestern district is rather underrepresented on the Commission, with 59% of the licensees but only 25% of the Commissioners.

We also looked at age demographics to determine if any particular trends stood out pertaining to age at initial licensure and age at license termination. The data is fairly consistent over the five year period studied, and the results did not show anything unique. The majority of first time licensees are rather evenly distributed between the ages of 26 and 55. The only item of significant interest was the small number of new licensees in the 18-25 age group; less than 10% of new licensees are under the age of 25. On the other end of the spectrum, it was noted that two of the applicants were 79 years of age when first licensed.

The largest number of licensees terminating are also fairly evenly distributed between the ages of 36 and 55. This is somewhat predictable as these age groups contain the largest number of total licensees.

Although we are not able to identify any significant trends from this data, the Commission will continue to monitor licensing statistics and will share any noteworthy items in the future.



In Memory

*The Idaho Real Estate Commission extends its
deepest sympathies to the families of:*

Jerome “Jerry” Douglas Bowers, BR25712 (Boise)

Will G. Brown, BR17687 (Rupert)

Lorraine Ellen Landwehr, SP28054 (Coeur d’Alene)

Jacqueline J. Moore, SP18732 (Boise)

Leo Joseph Stanek, SP32965 (Driggs)

Charles Homer Sundquist, DB7763 (Boise)

Andrew Albert Surmelis, SP27376 (Boise)

Donald Wayne “D W” Wright, DB26434 (Emmett)



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REAL ESTATE COMMISSION

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The Real Estatement
Vol. 37, No. 1 - January 2016

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