BEFORE THE COMMISSION OF APPRAISERS OF REAL ESTATE STATE OF NEVADA

SHARATH CHANDRA, Administrator, REAL ESTATE DIVISION, DEPARTMENT OF BUSINESS AND INDUSTRY, STATE OF NEVADA,

Petitioner,

VS.

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SERGIO TARDIO (License No. A.00007555-CR),

Respondent.

Case No. 2017-868, AP17.031.S

STIPULATION FOR SETTLEMENT OF
DISCIPLINARY ACTION



NEVADA COMMISSION OF APPRAISERS

This Stipulation for Settlement of Disciplinary Action ("Agreement") is entered into by and between the REAL ESTATE DIVISION, DEPARTMENT OF BUSINESS AND INDUSTRY, STATE OF NEVADA ("Division"), by and through its Administrator, SHARATH CHANDRA, and the NEVADA COMMISSION OF APPRAISERS OF REAL ESTATE ("Commission"), by and through its President (collectively "Petitioner"); and SERGIO TARDIO ("Respondent").

JURISDICTION

The Respondent is a Certified Residential Appraiser licensed by the Division, and therefore, is subject to the Jurisdiction of the Division and the provisions of NRS and NAC Chapter 645C. By availing himself of the benefits and protections of the laws of the State of Nevada, the Respondent has submitted to the jurisdiction of the Division.

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PROCEDURAL HISTORY

- On or about April 18, 2017, the Division received a complaint/statement of fact asserting that the Respondent completed a uniform residential appraisal report ("Appraisal Report") which did not utilize current comparable sales.
- 2. The Division's initial investigation was completed on April 24, 2018 and determined that there was insufficient evidence available to substantiate any violation of NRS or NAC 645C or the Uniform Standards of Appraisal Practice ("USPAP").
- 3. On May 24, 2018, the Division mailed the Respondent a letter indicating that Case No. 2017-868, AP 17.031.S had been closed, the letter also stated "The decision to close this matter is made without prejudice. The Division reserves the right to reopen its investigation should such action be warranted."
- 4. On July 19, 2018, the Division received an email from the complainant requesting the Division re-investigate all the complaints he had filed with the Division and included a copy of a letter from the Respondent to the complainant which alleged damages and demanded restitution.
- 5. The Division commissioned a Standard 3 Review of the underlying appraisal performed by the Respondent.
- 6. On July 31, 2018, the Division re-opened this case and the Respondent requested that this matter be heard by the Appraisal Advisory Review Committee ("AARC").
- 7. The case was initially scheduled for April 29, 2019, but the AARC ran out of time to hear the case, which was then rescheduled for August 6, 2019.
- 8. At the August 6, 2019, AARC meeting, the Respondent requested that this matter be heard by the Nevada Commission of Appraisers of Real Estate ("Commission").

FACTUAL ALLEGATIONS

- 1. The Respondent has been licensed by the Division as a Certified Residential Appraiser, License No. A.0007555-CR since October 16, 2007.
 - 2. The Respondent's Appraisal Report was prepared for a single-family residence

¹ The 2016-2017 edition of the Uniform Standards of Professional Appraisal Practice ("USPAP") is applicable here.

- 17. The Cost Approach included external depreciation of \$2,094.00.
- 18. The work file does not contain evidence supporting an analysis and/or calculation for external depreciation.
- 19. The work file does not contain evidence of analysis or reconciliation of the asis value of the site improvements.
- 20. The work file includes no analysis of available cost data to estimate the difference between the cost new and the present worth of the improvements, to support accrued depreciation.
- 21. The Respondent's Appraisal Report stated in several places that the market has been stable since 2013.
- 22. The Standard 3 Reviewer's findings indicated the market is increasing at 16% per annum on a gross sales price basis, and 9 % per annum on a price per square foot basis.
- 23. In utilizing the Respondent's search criteria, the reviewer identified 40 comparable sales within the defined market, whereas the Respondent's 1004MC indicated only 12 sales occurred within the past twelve months.
 - 24. The Respondent failed to adequately identify and analyze the market trends.
- 25. The appraisal report and work file do not contain evidence of any analysis, including paired sales, statistical analysis, or supported cost data to support the adjustment or non-adjustment of comparable sales.
- 26. The Respondent's work-file mentions the source of the cost data as the Blue Book and local builder costs but contains no evidence of analysis or reconciliation of the cost's sources.
- 27. The addendum fails to provide economic or market data support for the claim that the Las Vegas market has been stable since October 2013.
- 28. The Standard 3 Reviewer's research indicated values in the market area were increasing at a 16% per annum on gross sales prices basis and 9% per annum on a price per square foot basis.

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- 29. The Respondent omitted the quantifiable value increase in the Las Vegas market over the prior twelve months.
- 30. The Standard 3 Reviewer determined the externality impact of the Property backing to a freeway at 5.5%.
- 31. The Standard 3 Reviewer found that the Respondent failed to analyze two similar freeway exposure externalities.
- 32. The Respondent made a series of errors by failing to make adjustments for the seller paid concessions, contract date, bathroom count, and landscaping.
- 33. The Standard 3 Reviewer indicated that seller's concessions occurred in only 30% (12 of 40) of sales within the subject's market area with median sales concession being 1.57%.
- 34. The Respondent reported 0 to 3.5%, noting adjustments are recognized over that threshold.
- 35. The Respondent did not follow the scope of work, failing to fully analyze the market, as evidenced by the lack of adjustments for market conditions/contract date, concessions, bathroom count and landscaping.
- The Respondent's work file does not contain evidence as to how the 36. adjustments were developed or quantified for location, site area, gross living area, balcony, and pool, and therefore lacks credibility.
- 37. The Respondent's Appraisal Report noted in the Cost Approach section, "[t]he Cost Approach is not considered reliable nor relevant," but the reconciliation section noted "[g]reatest weight is given to the Sales Comparison Approach. The Cost Approach supports the value."
- 38. The Appraisal Report failed to adequately describe the reasoning supporting the analyses, opinions, and conclusions.
- 39. The highest and best use of the subject was reported as the current use, but the Respondent failed to describe and support the rationale for the highest and best use.

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²The 2016-2017 edition of USPAP, effective January 1, 2016 through December 31, 2017, is applicable to and utilized for this Complaint.

VIOLATIONS OF LAW

The Respondent failed to prepare the appraisal report for the Property in Compliance with the Standards of the Appraisal Foundation. These Standards are published in the Uniform Standards of Professional Appraisal Practice ("USPAP") adopted by the Appraisal Standards Board of the Appraisal Foundation, as authorized by Congress, and adopted in Nevada by NAC 645C.400.2

First Violation

The USPAP ETHICS RULE requires that an appraiser must not perform an assignment in a grossly negligent manner.

Respondent violated the USPAP ETHICS RULE, as codified in NAC 645C.405(1), by performing the assignment in a grossly negligent matter. The work file contains no information as to how the adjustments or non-adjustments were developed or quantified. The Respondent misstated the volume of sales in the Appraisal Report. The Respondent's actions constitute unprofessional conduct, pursuant to NRS 645C.470(2) and grounds for disciplinary action pursuant to NRS 645C.460(1)(a) and/or (b).

Second Violation

The USPAP RECORD KEEPING RULE requires that an appraiser must prepare a work file for each appraisal review assignment. The work file must be in existence prior to the issuance of any report or other communication of assignment results. The work file must include true copies of all written reports along with all other data, information, and documentation necessary to support the appraiser's opinions and conclusions and to show compliance with USPAP, or references to the location(s) of such other data, information, and documentation.

The Respondent violated the USPAP RECORD KEEPING RULE, as codified in NAC 645C.405(1), by failing to: (1) include a copy of the report with sales price of \$259,000; (2) support the site value conclusion in the work file; (3) keep and maintain true copies of all written reports, documented on any type of media and all other data, information, and documentation necessary to support the appraiser's opinions and conclusions, and to show compliance with USPAP, or references to the location(s) of such other data, information or documentation; (4) fail to provide supporting information for the comparable adjustments including age, bathroom count, gross living area ("GLA"), size of site, and externality caused by adjacent freeway. The Respondent also failed to include copies of the original Appraisal Report, amendment request, and purchase contract. The Respondent's actions constitute unprofessional conduct, pursuant to NRS 645C.470(2) and grounds for disciplinary action pursuant to NRS 645C.460(1)(a) and/or (b).

Third Violation

USPAP Standards Rule 1-1(a) requires that in developing a real property appraisal, an appraiser must: (a) be aware of, understand, and correctly employ those recognized methods and techniques that are necessary to produce a credible appraisal.

The Respondent violated USPAP Standards Rule 1-1(a), as codified in NAC 645C.405(1), by failing to accurately report the market as increasing and failing to support adjustments in the work file or appraisal report. This is unprofessional conduct pursuant to NRS 645C.470(2) and grounds for disciplinary action, pursuant to Nevada Revised Statutes ("NRS") 645C.460(1)(a) and/or (b).

Fourth Violation

USPAP Standards Rule 1-1(b) requires that in developing a real property appraisal, an appraiser must: (b) not commit a substantial error or omission or commission that significantly affects the appraisal.

The Respondent violated USPAP Standards Rule 1-1(b), as codified in NAC 645C.405(1), by making several errors in the appraisal including failing to accurately report the externality impact of backing up to the freeway. This is unprofessional conduct

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pursuant to NRS 645C.470(2) and grounds for disciplinary action, pursuant to Nevada

Revised Statutes ("NRS") 645C.460(1)(a) and/or (b).

Fifth Violation

USPAP Standards Rule 1-1(c) requires that an appraiser must not render services in a careless or negligent manner, such as by making a series of errors that, although individually might not significantly affect the results of an appraisal, in the aggregate affects the credibility of those results.

The Respondent violated USPAP Standards Rule 1-1(c), as codified in NAC 645C.405(1), by using adjustments with no market support in the report or work file, failing to make accurate adjustments for seller's concessions. The Respondent's actions constitute professional incompetence pursuant to NRS 645C.470(3) and grounds for disciplinary action pursuant to NRS 645C.460(1)(a) and/or (b).

Sixth Violation

USPAP Standards Rule 1-2(h) requires an appraiser to determine the scope of work necessary to produce credible assignment results in accordance with the SCOPE OF WORK RULE.

The Respondent violated USPAP Standards Rule 1-2(h), as codified in NAC 645C.405(1), because the Respondent failed to fully analyze the market including: (1) failing to adjust for market conditions; (2) support size of site adjustments; (3) support GLA adjustments; (4) support lack of age adjustments; (5) support lack of bath count adjustments; or (6) accurately analyze freeway externality impact. The Respondent's actions constitute professional incompetence pursuant to NRS 645C.470(3) and grounds for disciplinary action pursuant to NRS 645C.460(1)(a) and/or (b).

Seventh Violation

USPAP Standards Rule 1-3(a) requires an appraiser to identify and analyze the effect on use and value of existing land use regulations, reasonable probable modification of such land use regulations, economic supply and demand, the physical adaptability of real estate, and market area trends.

The Respondent violated USPAP Standards Rule 1-3(a), as codified in NAC 645C.405(1), because the Respondent failed to accurately identify and analyze market trends. The Respondent's actions constitute professional incompetence pursuant to NRS 645C.470

Eighth Violation

USPAP Standards Rule 1-4(a) states that in developing a real property appraisal, an appraiser must collect, verify, and analyze all information necessary for credible assignment results. When a sales comparison approach is necessary for credible assignment results, an appraiser must analyze such comparable sales data as are available and indicate a value conclusion.

Respondent violated USPAP Standards Rule 1-4(a), as codified in NAC 645C.405(1), with failing to analyze sales similar freeway backing externality and by reporting 12 comparable sales when there were many more. The Respondent's actions constitute unprofessional conduct pursuant to NRS 645C.470(2) and grounds for disciplinary action pursuant to NRS 645C.460(1)(a) and/or (b).

Ninth Violation

USPAP Standards Rule 1-4(b) states that in developing a real property appraisal, an appraiser must collect, verify, and analyze all information necessary for credible assignment results. When a cost approach is necessary for credible assignment results, an appraiser must: (i) develop an opinion of site value by an appropriate appraisal method or technique.

Respondent violated USPAP Standards Rule 1-4(b)(i), as codified in NAC 645C.405(1), by failing to discuss or explain the site value development in the report and to develop support in the work file for the site value estimate. The Respondent's actions constitute unprofessional conduct pursuant to NRS 645C.470(2) and grounds for disciplinary action pursuant to NRS 645C.460(1)(a) and/or (b).

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Tenth Violation

USPAP Standards Rule 2-1(a) requires each written or oral real property appraisal report to set forth the appraisal clearly and accurately in a manner that will not be misleading.

Respondent violated USPAP Standards Rule 2-1(a), as codified in NAC 645C.405(1), because the Respondent failed to make adjustments for (1) comparable seller concessions; (2) market conditions; (3) size of site; (4) GLA; (5) age; (6) bath count; or (7) freeway externality impact. The Respondent's actions constitute unprofessional conduct pursuant to NRS 645C.470(2) and grounds for disciplinary action pursuant to NRS 645C.460(1)(a) and/or (b).

Eleventh Violation

USPAP Standards Rule 2-2(a)(viii) requires the content of an appraisal report to be consistent with the intended use of the appraisal and, at a minimum: (viii) summarize the information analyzed, the appraisal methods and techniques employed, and the reasoning that supports the analyses, opinions, and conclusions; exclusions of the sales comparison approach, cost approach, or income approach must be explained. The appraiser must provide sufficient information to enable the client and intended users to understand the rationale for the opinions and conclusions, including reconciliation of the data and approaches, in accordance with Standards Rule 1-6.

Respondent violated USPAP Standards Rule 2-2(a)(viii), as codified in NAC 645C.405(1), by failing to describe reasoning that supports the analyses, opinions, and conclusions. The Respondent's actions constitute unprofessional conduct pursuant to NRS 645C.470(2) and grounds for disciplinary action pursuant to NRS 645C.460(1)(a) and/or (b).

Twelfth Violation

USPAP Standards Rule 2-2(a)(x) requires when an opinion of highest and best use was developed by the appraiser, it must describe the support and rationale for that opinion.

Respondent violated USPAP Standards Rule 2-2(a)(x), as codified in NAC

645C.405(1), by failing to include a discussion in the report or evidence in the work file as to how the highest and best use was determined. The Respondent's actions constitute unprofessional conduct pursuant to NRS 645C.470(2) and grounds for disciplinary action pursuant to NRS 645C.460(1)(a) and/or (b).

DISCIPLINE AUTHORIZED

- 1. Pursuant to NRS 645C.460(2), if grounds for disciplinary action against an appraiser are found to exist for unprofessional conduct, the Commission may revoke or suspend the certificate, place conditions upon the certificate, deny the renewal of his or her certificate, and/or impose a fine up to \$10,000.00 per violation. NRS 645C.480(1)(a) is identified as an additional act of unprofessional conduct.
- 2. Additionally, under NRS Chapter 622.400, the Commission is authorized to impose the costs of the proceeding upon the Respondent, including investigative costs and attorney's fees, if the Commission otherwise imposes discipline on the Respondent.
- 3. Therefore, the Division requests the Commission to impose such discipline as it determines is appropriate under the circumstances and to award the Division its costs and attorney's fees for this proceeding.

SETTLEMENT AGREEMENT

The parties desire to compromise and settle the instant controversy upon the following terms and conditions:

- 1. Respondent admits to the facts as stated above; however, Respondent does not admit to the above violations.
- 2. Respondent agrees to take a minimum of forty-two (42) hours of Continuing Education Credits ("CEC") in each of the following areas: (i) not less than 14 hours of Valuation and Cost Approach; (ii) not less than 4 hours of Ethics, Competence, and Negligence; and (iii) not less than 15 hours of Residential Market Analysis and Highest and Best Use; and (iv) not less than 4 hours of Adjustments; and not less than 5 hours in Work File. The total forty-two (42) hours of CEC shall be completed within 18 months of the date of the effective date of the Commission's order accepting this Agreement and may be taken live,

online, or remotely. These courses will not count toward the Respondent's continuing education requirements. Proof of completion must be submitted to the Division upon completion of all the required education.

- 3. Respondent agrees to pay the Division a monetary penalty of TWO THOUSAND, EIGHT-HUNDRED AND FORTY-FOUR AND 44/100 CENTS (\$2,844.44), comprised of a fine of \$1,800.00 and administrative investigatory costs of \$1,044.44. The total penalty shall be paid in 12 monthly installments of \$237.04. The first payment shall be made within 30 days of the effective date of the Commission's order accepting this Agreement.
- 4. If the payment is not timely received by the Division, pursuant to the terms of this agreement, it shall be construed as an event of default.
- 5. If proof of completion of the forty-two (42) hours of CEC is not received by the Division within 18 months, it shall be construed as an event of default.
- 6. In the event of default, Respondent agrees that his license shall be immediately suspended, and the Division may rescind this Agreement.
- 7. The Respondent and the Division agree that once this Agreement is approved and fully performed, the Division will close its file in this matter and the Division agrees not to pursue any other or greater remedies or fines in connection with Respondent alleged conduct referenced herein. The Division further agrees that unless Respondent fails to make timely payment, the Division will not bring any claim or cause directly or indirectly based upon any of the facts, circumstances, or allegations discovered during the Division's investigation and prosecution of this case.
- 8. The Respondent understands that the public records law may require the Division to make available for inspection this Agreement and related documents. The Respondent also understands that the Division may share the contents of this Agreement and related documents with any governmental or professional organization.
- 9. This Agreement is contingent upon approval by the Commission at a public meeting.
 - 10. Respondent agrees and understands that by entering into this Agreement,

Respondent is waiving his right to a hearing at which Respondent may present evidence in defense, waiving his right to a written decision on the merits of the complaint, waiving his rights to reconsideration and/or rehearing, appeal and/or judicial review, and all other rights which may be accorded by the Nevada Administrative Procedure Act (NRS 233B), the Nevada Appraisers of Real Estate And Appraisal Management Companies laws (NRS 645C & NAC 645C), as well as the federal and state Constitutions. Respondent agrees and understands that the Commission members who review this matter for approval of this Agreement may be the same members, who ultimately hear, consider, and decide the Complaint if this Agreement is either not approved by the Commission or is not timely performed by Respondent. Respondent fully understands that he has the right to be represented by legal counsel in this matter at his own expense.

11. Each party shall bear its own attorney's fees and costs.

RELEASE

In consideration of execution of this Agreement, the Respondent, or his heirs, executors, administrators, successors, and assigns, hereby release, remise, and forever discharge the State of Nevada, the Department of Business and Industry of the State of Nevada, the Division, and each of their members, agents, and employees in their individual and representative capacities, from any and all manner of actions, causes of action, suits, debts, judgments, executions, claims, and demands whatsoever, known and unknown, in law or equity, that the Respondent ever had, now has, may have, or claim to have against any or all of the persons or entities named in this section, arising out of or by reason of the Division's investigation, disciplinary action, and all other matters relating thereto.

INDEMNIFICATION

The Respondent hereby indemnifies and holds harmless the State of Nevada, the Department of Business and Industry, and the Division, and each of their members, agents, and employees in their representative capacities against any and all claims, suits and actions brought against said persons and/or entities by reason of the Division's prosecution of Case No. 2018-1363, AP 19.005.S, and against any and all expenses, damages, and costs,

1	fees, which may be sustained by the persons and/or entities named in this section as a	
2	result of said claims, suits, and actions incurred subsequent to the entry of the Agreement.	
3	IT IS SO STIPULATED.	
4	DATED this 11 day of January 2021.	DAMED 41: 0001
5	Drille this 12 day of bandary 2021.	DATED this day of January 2021.
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8	By:	By: Serpo lando
9	Sharath Chandra — Administrator	SERGIO TARDIO
10	Administrator	Respondent
11	Approved as to form:	
12	AARON D. FORD	
13	Attorney General	
14	1/0/1/1/	
15	By: Veter K. Keegan, Bar No.12237	
16	Deputy Attorney General	
17	100 North Carson St. Carson City, Nevada 89701	
18	Tel: (775) 684-1153 pkeegan@ag.nv.gov	
19	Attorneys for the State of Nevada	
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BEFORE THE COMMISSION OF APPRAISERS OF REAL ESTATE STATE OF NEVADA

SHARATH CHANDRA, Administrator, REAL ESTATE DIVISION, DEPARTMENT OF BUSINESS AND INDUSTRY, STATE OF NEVADA,

Petitioner.

VB.

SERGIO TARDIO (License No. A.00007555-CR),

Respondent.

Case No. 2017-868, AP17.031.S

ORDER APPROVING STIPULATION FOR SETTLEMENT OF DISCIPLINARY ACTION



NEVADA COMMISSION OF APPRAISERS Heller Valade

The Stipulation for Settlement of Disciplinary Action having come before the Nevada Commission of Appraisers of Real Estate, Department of Business and Industry, State of Nevada, during its regular agenda on January 12, 2021, and the Commission being fully apprised of terms and good cause appearing,

ITIS HEREBY ORDERED that the Stipulation for Settlement of Disciplinary Action in this matter is approved in full.

This Order shall become effective on the _______ day of February ____ 2021.

By.

NEVADA COMMISSION OF APPRAISERS OF REAL ESTATE

[Print Name] Larry Michael Gardy

Commission President