

# Open House

A newsletter for Nevada Real Estate Licensees

Department of Business & Industry

March 2015

## The Mission of the Real Estate Division Education Fund

To ensure awareness of relevant laws and practices by all licensees through proactive education and information efforts.

## IN THIS ISSUE

→	<b>PAGE #</b>
<b>Commissioner Reiss Sworn In.....</b>	<b>1</b>
<i>By Chad Freeman Publications Writer</i>	
<b>From the Administrator's Desk.....</b>	<b>1</b>
<i>By Joseph (JD) Decker Administrator</i>	
<b>Answered! Your Most FAQs About My Account and Mid-Term Education Certificates.....</b>	<b>3</b>
<i>Compiled By the Real Estate Education Team</i>	
<b>Disciplinary Actions.....</b>	<b>4</b>
<i>Compiled By Chad Freeman Publications Writer</i>	
<b>Nevada Housing Division's New Rental Search Site.....</b>	<b>6</b>
<i>By Nina Miller Chief of Operations, Nevada Housing</i>	
<b>Electronic Delivery of Open House.....</b>	<b>7</b>

## COMMISSIONER REISS SWORN IN

**D**evin Reiss of Clark County was sworn in at the January 2015 meeting of the Real Estate Commission to begin his first 3-year term on the Commission.

Born and raised in Las Vegas, Reiss has been a real estate licensee since 1993. Currently he is the senior director of career development for Coldwell Banker Premier Realty, where he handles training, recruiting and coaching.

Reiss has served on many committees at the local, state, and national level and is a past president of both the Greater Las Vegas Association of Realtors (GLVAR) and the Nevada Association of Realtors.



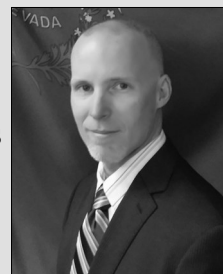
President Richard Johnson welcomes Devin Reiss at the January 2015 meeting of the Real Estate Commission.

He began teaching post licensing courses in 2001 for both his own company, Realty 500 Reiss Corporation, and as a faculty member at GLVAR. Prior to becoming a real estate licensee, he

*(Continued on page 3)*

## FROM THE ADMINISTRATOR'S DESK

**A**s our Legislative Session begins, we welcome input from our licensees and constituents on what is important to them.



Joseph (JD) Decker  
Administrator

We'd also like you to know that NRED is pursuing a legislative

proposal to become a self-funded agency, along with reverting back to a two-year licensing cycle.

We believe that as a self-funded agency we can maintain the solvency of the agency, continue to

*(Continued on page 2)*

Official publication of  
**STATE OF NEVADA**  
**DEPARTMENT OF**  
**BUSINESS**  
**AND INDUSTRY**

**BRUCE H. BRESLOW**  
*Director*

**REAL ESTATE DIVISION**

**JOSEPH (JD) DECKER**  
*Administrator*

**SAFIA ANWARI**  
*Education  
& Information Officer*

**CHAD FREEMAN**  
*Publications Writer*

**LAS VEGAS OFFICE**  
2501 E. Sahara Avenue  
Suite 101  
Las Vegas, NV 89104-4137  
(702) 486-4033

**CARSON CITY OFFICE**  
1179 Fairview Drive, Suite E  
Carson City, NV 89701-5453  
(775) 687-4280

Production of Open House is  
funded by the Real Estate  
Education and Research Fund.

**NEVADA REAL ESTATE  
COMMISSION**

**RICHARD  
JOHNSON**  
*President*  
Washoe County

**NORMA JEAN  
OPATIK**  
*Vice President*  
Nye County

**NEIL SCHWARTZ**  
*Secretary*  
Clark County

**SHERRIE CARTINELLA**  
*Commissioner*  
Washoe County

**DEVIN REISS**  
*Commissioner*  
Clark County

## ...FROM THE ADMINISTRATOR'S DESK

*(Continued from page 1)*

contribute to the General Fund, and improve services to our constituents by using money collected through the Real Estate Division to provide improved licensing, education and other regulatory services to the licensees who actually pay those fees.

Our goal for the past few months has been to revamp our processes to provide better customer service, quicker processing times, and enhance the Division's functionality overall. In order to continue along this path, we need your support.

Licensees will benefit from technology enhancements that allow for more modern automated functions, quicker turnaround for Division processing, and continued

*"We hope that licensees have experienced a new NRED over the past few months and will support our continued improvements through this legislative session."*

*- Joseph (JD) Decker,  
Administrator*

improvement in customer service through our staff.

We hope that licensees have experienced a new NRED over the past few months and will support our continued improvements through this legislative session. ◀

## DIVISION SEEKS ADVISORY COMMITTEE MEMBERS

The Real Estate Division is seeking to increase membership of the Real Estate Advisory Committee and is inviting applications from interested licensees who meet the criteria listed below. Once appointed to the Committee by the Real Estate Commission, the Advisory Committee member will assist the Administrator on a recurring basis to conduct education course audits, and may be called upon by the Administrator or the Commission, if needed, to assist with other matters.

To qualify, applicant must be a U.S. citizen, resident in Nevada for at least 5 years, have been:

- a. an active broker for at least 2 years; or
- b. an active broker-salesperson for at least 5 years; and may not have a record of Commission discipline in the past 5 year.

Appointment to the Advisory Committee is at the discretion of the Commission.

For more details and/or an application form, contact:  
Legal Administrative Officer, Real Estate Division  
2501 E. Sahara Avenue,  
Las Vegas, NV 89104

**Email: [Realest@red.state.nv.us](mailto:Realest@red.state.nv.us)** ◀

## ...COMMISSIONER REISS SWORN IN

(Continued from page 1)

earned a Degree in Sports and Fitness Management from UNLV.

Reiss was appointed November 1, 2014 to the Real Estate Commission. His term expires October 31, 2017.

He has been married to his wife Lisa for 13 years, enjoys snowboarding and mountain biking and has a passion for wine, having been through the Guild of Master Sommeliers Intro Program.

Commissioner Reiss joins Richard Johnson (President) of Washoe County, Norma Jean Opatik (Vice President) of Nye County, Neil Schwartz (Secretary) of Clark County and Sherrie Cartinella of Washoe County to complete the 5-member body appointed by the Governor.

The Real Estate Commission acts in an advisory capacity to the Real Estate Division, adopts regulations, and hears disciplinary cases and appeals from the decisions of the Division.

"I'm excited to be on the Commission and able to work with so many talented people," Reiss said. "And, to once again follow a similar path as my father (Ronn Reiss) who too was a Nevada Real Estate Commissioner." ◀

### DIVISION STAFF UPDATE

#### NEW HIRE

#### Projects

Evelyn Pattee, Administrative Assistant II

# ANSWERED! YOUR MOST FAQs ABOUT MY ACCOUNT AND MID-TERM EDUCATION CERTIFICATES

### My Account (online)

**Q:** Where can I find My Account on your website?

**A:** The link to My Account is provided under Quick Links on the homepage at [www.red.state.nv.us](http://www.red.state.nv.us).

**Q:** Where can I find instructions to help me set up My Account?

**A:** Instructions are contained in Informational Bulletin #30. It is available under "Publications", then "Informational Bulletins" on the website.

**Q:** I was issued a userid and password to set up My Account. Why don't they work?

**A:** This may happen for a number of reasons. For example, the userid may be outdated if you were subsequently issued a new credential or license number.

Whatever the reason, if you have trouble logging in, call the Division for assistance at (702) 486-4033, Option 2 between 8:00

am and 5:00 pm, Monday to Friday (except State holidays).

### Mid-Term Education Submission

**Q:** Some of my education appears on My Account. Do I only send certificates for what is not on My Account?

**A:** No, all certificates must be submitted to the Division, as required by NAC 645.4442 for post-licensing and NAC 645.448 for continuing education.

**Q:** I have completed my license renewal education and it is recorded in My Account. Do I have still need to submit the certificates?

**A:** Yes. For mid-term education you must submit certificates to the Division by end of the: 1st year of the issuance of your license for post-licensing; 2nd year of your license renewal for CE.

To renew your license, you must submit the 2nd term certificates with your renewal application and fee.

(Continued on page 7)

# Disciplinary Actions / Stipulations

## ACTIONS/DECISIONS

*Real Estate Commission actions are not published in this newsletter until the 30-day period allowed for filing for Judicial Review has passed. If a stay on discipline is issued by the Court, the matter is not published until final outcome of the Review.*

*A Respondent's license is automatically suspended for failure to comply with a Commission Order, and the Division may institute debt collection*



*proceedings to recover fines and costs.  
Names of persons whose license*

*applications have been denied are not published.*

## ALLEGATIONS/STIPULATIONS

*Stipulations occur when both the Respondent and Division have agreed to conditions reviewed and accepted by both sides. A stipulation may or may not be an admission of guilt. Stipulations are presented to the Commission for review and acceptance.*

NAME	HEARING DATE / TYPE	VIOLATION OR STIPULATION	FINES / EDUCATION / OTHER ACTION
<b>NICHOLAS COOK</b> S.78229 (Revoked) PM.164352 (Revoked)	February 2013 Action	Committed 18 violations of each NRS 645.630(1)(h) and NRS 645.630(1)(i) by converting the money of others to his own use and failing to place deposits in the custody of his broker. Also, failed to respond to the Division.	\$370,000 fine Salesperson license and property manager permit revoked.
<b>MARTHA CRADDOCK</b> S.41250 (Revoked)	December 2013 Action	Unresponsive to administrator's notice of violation with imposition of administrative fine of \$2,000 pursuant to NAC 645.695 based upon violation of NRS 645.633 (1)(i) pursuant to NAC 645.605(a) and NAC 645.650(2).	Salesperson license revoked.
<b>FRANCISCO DE LA CHESNAYE</b> S.62033 (Revoked)	March 2011 Action	Failed to obtain consent to act for more than one party in the transaction, and to disclose that he was; misrepresented property sales prices in order to receive compensations directly from escrow; did not provide the appropriate form to each party describing his duties owed; and did not provide his broker with the paperwork executed by both sides.	Salesperson license revoked.
<b>TED BUCHMAN</b> B.36717.INDV (Revoked)	September 2011 Action	Retained earnest money from a client and did not account for it, deposit it or return it upon the close of a transaction. Additionally, he failed: to respond to the Division; to maintain a place of business; to maintain signage for the business location; and to complete necessary paperwork.	\$30,000 fine Broker license revoked.
<b>BAFFOUR ADUSEI</b> BS.46772 (Active)	March 2011 Action	Respondent engaged in gross negligence or incompetent conduct and acted in a deceitful, fraudulent or dishonest manner by misrepresenting the sales price of a property.	\$2,000 fine Broker Management: 6 hours WELKS: 6 hours Ethics: 3 hours
<b>DAVID M. MARK</b> BS.72514 (Revoked)	December 2013 Action	Committed four counts of violations of NRS 645.633(1)(d)(1) and (2) by being convicted of four felonies involving fraud, deceit, misrepresentation or moral turpitude which are also related to the practice of the licensee.	\$40,000 fine Broker salesperson license revoked.

## Disciplinary Actions / Stipulations (Continued)

NAME	HEARING DATE / TYPE	VIOLATION OR STIPULATION	FINES / EDUCATION / OTHER ACTION
<b>ANGELO BULONE</b> S.70237 (Closed)	February 2013 Action	Respondent was convicted of a misdemeanor and a felony, but stated otherwise on his application for renewal.	\$20,000 fine WELKS: 3 hours Ethics: 3 hours
<b>JOHN DENSMORE</b> BS.47597 (Revoked)	December 2013 Action	Acted as a property manager without first obtaining a permit to do so from the Division. He collected rents for at least four months, was compensated for property management services and did not deposit rents in the custody of his broker.	\$20,000 fine Broker salesperson license revoked.
<b>DAVID GOLDSTEIN</b> S.56894 (Closed)	March 2011 Action	In misrepresenting the sales price of a property, respondent engaged in gross negligence or incompetent conduct; failed to exercise reasonable skill and care; and did not do his utmost to protect the public from fraud, misrepresentations or unethical practices.	\$6,000 fine Must appear before the Commission if he desires to apply for a license in the future.
<b>CYNTHIA DUFFY</b> B.63991.LLC (Revoked) PM.163430.BKR (Revoked)	July 2013 Action	As signor on owner and tenant trust accounts, commingled and converted client trust account funds by: transferring tenant monies for her own personal use; writing checks to herself from the owners account for personal use; transferring monies from the owners account to the business operating account well in excess of the amount earned for management fees; and transferring monies from the business operating account into the owners trust account.	\$240,000 fine Broker license and property management permit revoked.
<b>LYUDMYLA RADCHENKO</b> (Unlicensed)	October 2014 Action	Respondent was not licensed and/or permitted by the Division while engaging in broker and property management activities.	\$2,500 fine
<b>CRYSTAL JOHNSON</b> S.33194 (Closed)	November 2010 Action	Engaged in gross negligence or incompetent conduct; failed to protect the public from fraud, misrepresentations or unethical practices; and acted in a deceitful, fraudulent or dishonest manner by misrepresenting the sales price of a property.	\$6,000 fine
<b>LIN (JOANNA) LI</b> S.51920 (Revoked)	March 2014 Action	Acted as a property manager without obtaining a permit from the Division. Violations include: receiving compensation from persons other than her broker; materially misrepresenting herself as a broker; failing to submit any of the property management transactions to her broker; forging or causing to be forged signatures on lease agreements; and submitting false information to the Division.	\$22,000 fine Salesperson license revoked. May not apply to become a salesperson for a period of seven years.

**812  
EXPIRED**

As of February 2015, the following number of real estate licenses in the Division system are expired:

- Broker: 63
- Broker-Salespersons: 115
- Salespersons: 634
- Total: 812

A real estate license must be renewed within one year of its expiration date or it will be permanently closed.

To check the status of a license, visit [www.red.state.nv.us](http://www.red.state.nv.us) and click on License Lookup.

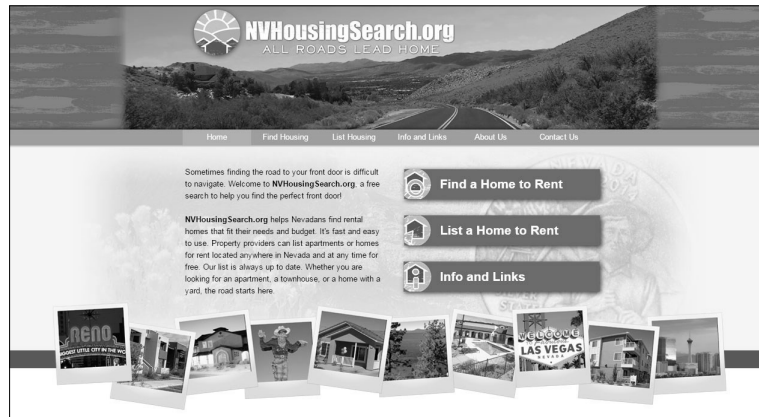
## **NVHOUSINGSEARCH.ORG: NEVADA HOUSING DIVISION'S NEW RENTAL SEARCH SITE**

Last fall, the Nevada Housing Division introduced NVHousingSearch.org, a new statewide service to help Nevadans find and fill rental vacancies. NVHousingSearch.org is completely free to list and search for rental housing of all types, including market-rate, affordable, accessible, subsidized and assisted-living units. Listings are automatically linked to interactive maps and can include photos and a high level of detail to ensure qualified inquiries from tenants.

It's 100% free to post unlimited rentals on NVHousingSearch.org, whether a housing provider lists one rental or hundreds.

"One reason we launched this service to meet our state's need for an official housing locator is because of its streamlined tools to highlight multifamily units," said CJ Manthe, the Nevada Housing Division Administrator.

NVHousingSearch.org has tools to list numerous units quickly, and a toll-free call center is available from Monday-Friday, 6 a.m.-5 p.m. Pacific Time to assist housing providers in adding and updating listings.



**It's 100% free to post unlimited rentals, whether a housing provider lists one rental or hundreds.**

Units only have to be listed once. Even after a unit is rented, the listing can remain in the system, hidden from the public to avoid unwanted calls, and be re-activated again when the property becomes available.

Another special feature of NVHousingSearch.org is the ability for housing providers to advertise their most affordable and accessible vacancies to the tenants who need that housing the most.

"We really encourage housing providers to take advantage of the level of detail offered by listings," said Manthe. "Listing and search features on NVHousingSearch.org create a unique opportunity to market rentals to specific tenants." Listings can include information about dozens of accessibility

features as well as details about appliances, utilities and neighborhood amenities like parking, shopping and medical facilities.

"Thousands of people each month are already searching NVHousingSearch.org for housing. That number will continue to grow as awareness of NVHousingSearch.org increases," Manthe continued. "Property owners or landlords can fill their vacancies more quickly, and tenants can find housing that fits their specific needs. It's a win-win for Nevada communities."

Visit [www.NVHousingSearch.org](http://www.NVHousingSearch.org) or call 1.877.428.8844 (toll free, M-F, 6 a.m.-5 p.m. Pacific Time) to begin listing today. ◀

# ... ANSWERED! YOUR MOST FAQs ABOUT MY ACCOUNT AND MID-TERM EDUCATION CERTIFICATES

(Continued from page 3)

**Q:** Why can't I submit my certificates via email or fax?

**A:** At this time, the Division does not have the capability to handle that. The on-line application system and electronic capabilities will continue to be developed and expanded in the future.

**Q:** Will the Division provide a receipt or sign my receipt for certificates received?

**A:** No, the Division will not issue or sign a receipt. If a problem occurs the Division will contact you

and the education sponsor for clarification and correction.

If you do not hear from the Division, you have met your education requirements.

**Q:** Why was I not informed about the mid-term education certificate submission?

**A:** The information is available in Informational Bulletins #28 and 29 and was published in previous issues of the Open House newsletter which is mailed to all active licensees. The bulletins are available on the Division's website at [www.red.state.nv.us](http://www.red.state.nv.us) under

"Publications," then "Informational Bulletins."

**Q:** Why was I fined for failing to submit my mid-term certificates? I had taken all my education on time and it was in My Account.

**A:** Timely submission to the Division of all mid-term education certificates is required by the regulations – NAC 645.4442 for post-licensing and NAC 645.448 for continuing education. The regulations also set forth the imposition of a fine and involuntary inactivation of license for failing to comply with the education provisions. ◀

## ELECTRONIC DELIVERY OF OPEN HOUSE

The intended electronic delivery of Open House that was due to start with this (Spring 2015) issue did not happen because NRED does not have the email addresses of all active licensees

in the database. The 15% or so licensees who have not yet established their My Account are encouraged to do so as soon as possible. Meanwhile, upon the printed publication of this

issue, NRED plans to send the newsletter to the available email addresses as a test run and will notify the account-holders by email prior to the trial delivery. ◀

### CLASS SCHEDULE: WHAT EVERY LICENSEE SHOULD KNOW 2015

Date	Hours	Designation	CE#	Location	Sponsor
02/25/15	3	Law & Leg	CE.5594003-RE	Las Vegas	Steven Kitnick Seminars LLC (702) 255-8722
03/17/15	3	Law & Leg	CE.5594001-RE	Las Vegas	Greater Las Vegas Association of REALTORS (702) 732-8177 <a href="http://www.lasvegasrealtor.com">www.lasvegasrealtor.com</a>

3826  
 State of Nevada  
 Department of Business & Industry  
 Real Estate Division  
 2501 E. Sahara Avenue, Suite 101  
 Las Vegas, NV 89104-4137

PRSRT STD  
 U.S. POSTAGE  
**PAID**  
 Carson City, NV 89701  
 PERMIT #15

Real Estate Statistics through January 2015

County	BROKER		BROKER SALESPERSON		SALESPERSON		TOTALS	
	Active	Inactive	Active	Inactive	Active	Inactive	Active	Inactive
Unknown	84	8	109	6	758	92	951	106
Carson City	46	27	33	14	137	35	216	76
Churchill	13	10	5	2	36	13	54	25
Clark	1,785	427	2,161	498	10,957	2,468	14,903	3,393
Douglas	64	14	74	16	221	49	359	79
Elko	25	4	19	6	52	11	96	21
Esmeralda	0	0	1	0	1	1	2	1
Eureka	1	1	0	0	2	0	3	1
Humboldt	6	4	3	4	20	3	29	11
Lander	1	1	3	0	2	0	6	1
Lincoln	1	0	1	0	3	0	5	0
Lyon	31	14	17	9	95	22	143	45
Mineral	1	0	0	0	2	1	3	1
Nye	36	8	18	14	93	34	147	56
Out Of State	361	93	248	131	466	315	1,075	539
Pershing	1	1	0	0	1	1	2	2
Storey	2	0	3	0	4	1	9	1
Washoe	391	187	394	133	1,746	339	2,531	659
White Pine	3	0	3	1	4	2	10	3
<b>Total</b>	<b>2,852</b>	<b>799</b>	<b>3,092</b>	<b>834</b>	<b>14,600</b>	<b>3,387</b>	<b>20,544</b>	<b>5,020</b>