



SPRING 2018

Division of Real Estate & Professional Licensing

Ohio Department of Commerce

# NEWSLETTER

## Table of Contents

- Superintendent's Article.....1
- Manufactured Homes Program.....2
- Safety Begins at Home.....3
- HB 532 .....5
- Unclaimed Funds.....7
- Advertising Series .....8
- Twelve Common Enforcement Issues.....9
- Disciplinary Actions.....11

## Superintendent's Article

by *Anne M. Petit*



We are back! Everywhere I go, I get anxious questions about when the Real Estate & Professional Licensing (REPL) newsletter will be back in circulation.

Please know that we missed communicating with all of you, too! So much has happened in the past year, I thought I'd take a few minutes to catch you up.

### Real Estate Law Modernization

House Bill 532 brought numerous significant changes to Ohio license law in April 2017. Among the changes, Principal and Associate broker license levels were added, new salespersons are now required to complete 20 hours of post-licensing education, and all brokers and management-level licensees are required to take a three-hour broker responsibility course as part of the continuing education (CE) requirement.

### Real Estate Online Renewal

Finally, FINALLY, in July of last year we rolled out the full online license renewal capability for real estate licensees. Now you can see and verify all CE that has been submitted for you by education providers; you only need to upload a CE certificate if something is missing from the list you see when you're renewing. So far, almost 40 percent of renewals have been accomplished via the full online system (for you statistics geeks like me, that's 4,406 of 11,742 renewals). It's quick, fairly easy and saves you postage – or parking – and the frustration of downtown Columbus! Our hope is that as word spreads, more licensees will take full advantage of this online service.

**P.S. You still need to maintain your education certificates with your other records, though!**

### Manufactured Homes

In January, the division absorbed a portion of the responsibilities of the former Manufactured Homes (MH) Commission, specifically the licensing and enforcement of MH brokers, dealers and salespersons. Commerce's Division of Industrial Compliance now has oversight of the MH communities (parks), installers and inspectors. Legislatively, we are busy working to draft the rules that amplify Ohio Revised Code 4781 and our new responsibilities in this additional area of housing. This industry is an obvious fit with the professionals already licensed/registered/certified by the division and opens the door to dialogue amongst all of our stakeholders with regard to affordable housing.

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## Superintendent's Article *continued*

### Appraisal Management Companies (AMC)

One provision of the federal Dodd-Frank Act not subject to possible rescission is the regulation of AMCs. While Ohio is one of the last states to enact legislation establishing an AMC program under the act, our timing was purposeful: we are reaping the benefits of best practices and lessons learned from other states. As I write this, Sub. House Bill 213 was passed by the Ohio Senate, and awaits the necessary signatures to enact it as emergency legislation. This bill contains some "clean up" language for the appraiser program along with a change to the make-up of the Ohio Real Estate Appraiser Board to change one appraiser professional member to an AMC member.

### Home Inspectors

House Bill 211 was introduced in May last year following numerous interested party meetings. It was reported out of the House Economic Development, Commerce, and Labor Committee as a substitute bill.

### Cemetery Law Modernization

House Bill 168 awaits a full vote of the Senate and then Governor Kasich's signature.. The bill incorporates several of the recommendations made by that same chamber's Cemetery Law Review Task Force back in the fall of 2014, including a grant fund. Not-for-profit registered cemeteries would be eligible to apply for grant funds to assist with certain maintenance and repairs.

That's the 30,000-foot view of what is happening legislatively around division programs. As you will see on the following pages, it's only the tip of the proverbial iceberg. Read on to learn more about handling unclaimed earnest money, vital reminders on licensee safety, do's and don'ts around advertising and the latest Top 12 enforcement issues. If you have a topic you would like for us to address in a future issue of the newsletter, please drop us an email at [Webreal@com.state.oh.us](mailto:Webreal@com.state.oh.us) to let us know.

## Manufactured Homes Program

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As mentioned in Superintendent Petit's article, the Ohio Department of Commerce is now the state agency providing oversight of Ohio's Manufactured Homes program (MH). House Bill 49, Ohio's Fiscal Year 2018-2019 Operating Budget, included a provision abolishing the Manufactured Homes Commission and moving those duties to Commerce. The department assumed these responsibilities on Jan. 21, 2018. Two of the department's divisions — Real Estate & Professional Licensing (REPL) and Industrial Compliance (DIC) — share responsibility for ensuring the proper licensing of those who sell, install and inspect manufactured housing, and the communities in which the homes are located, as well as the safety of the residents who live there.

### Here are a few of the many interesting facts on manufactured homes in Ohio:

- More than 900,000 Ohioans live in manufactured homes.
- REPL has purview over the unlicensed activity in manufactured home sales, much the same as the division/commission have for real property.
- An individual may make up to five casual sales of manufactured homes in a 12-month period before needing a dealer's license. "Casual sale" means any transfer of a manufactured home or mobile home by a person other than a manufactured housing dealer, manufactured housing salesperson, or manufacturer to an ultimate consumer or a person who purchases the home for use as a residence.
- As with real estate salespersons, all manufactured homes salespersons must be

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## Manufactured Homes Program *continued*

connected to a licensed entity, in this case a dealership, which must have a permanent physical location in Ohio. These dealerships may be located inside a manufactured home community or in a separate retail space. What differs from real estate? Most MH sales licensees are employees of the dealership and may be hired prior to licensure.

- Manufactured homes are titled personal property, or chattel. To buy a new home directly from a manufacturer, you must have a dealer's license. Dealerships take title to the property and then transfer the title to the buyer. There are also manufactured home brokers, who broker the sale of a used home without taking title; MH brokers may not deal in new homes.
- Applicants for an MH broker, dealer or salesperson license must submit fingerprints for an Ohio Bureau of Criminal Investigation (BCI)-state only criminal history check.
- More information on the program can be found on our website: [www.com.ohio.gov/mh.aspx](http://www.com.ohio.gov/mh.aspx).

We see the addition of the manufactured homes brokers, dealers and salespersons as a perfect fit with our current real estate related responsibilities. Administration of Ohio Revised Code 4781, now part of the REPL family, are similar in many ways to the duties we already have for real estate brokers, salespersons and appraisers. This transition also provides an opportunity to open dialogue between the professions on crucial topics like affordable housing and fair housing, among others. We also are anxious to receive your input regarding what improvements can be made – and what needs to remain “as is” – as we begin work on revising the Ohio Administrative Code (Rules) which now fall under the auspices of REPL.

## Safety begins at home – even those you're selling

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The safety of real estate professionals has again been a hot-button topic following numerous reports of individuals posing as would-be clients to prey on vulnerable agents and even sellers.

Earlier this year, several media outlets reported on female agents throughout the country receiving disturbing calls by a man identifying himself as “Dwayne Bergeman.” The creepy caller allegedly targeted agents in Arizona, Massachusetts, Arkansas and Pennsylvania, among other states.

One week later, a Manhattan-based real estate agent claimed she and several colleagues received similar calls from a man claiming to be a celebrity photographer looking for an apartment. Day in and day out, agents across the country expose themselves to a number of potential threats to both their personal and professional wellbeing. Showing vacant properties, meeting new clients and hosting open houses are all seemingly innocent tasks with potentially dangerous consequences. In fact, according to the 2017 Member Safety Report by the National Association of Realtors (NAR), open houses, vacant homes/model homes, unlocked or unsecured properties, and properties in remote areas were the most common on-the-job situations that caused licensees to be fearful.

**Below are several tips from the NAR about keeping yourself – and your property – safe while working to find your clients the perfect home:**

### *Keep it light*

Show properties before dark. If you are going to be working after hours, advise your associate or first-line supervisor of your schedule. If you

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## Safety Begins at Home *continued*

must show a property after dark, turn on all lights as you walk through, and don't lower any shades or draw curtains or blinds.

### **Checking in**

When you have a new client, ask him/her to stop by your office and complete a Prospect Identification Form. Also, photocopy their driver's license and retain this information at your office. Be certain to properly discard this personal information when you no longer need it.

### **Don't be too public**

Limit the amount of personal information you share. Consider advertising without using your photograph, home phone number and home address in the newspaper or on business cards. Use your office address – or list no address at all. Giving out too much information can make you a target.

### **Touch Base**

Always let someone know where you are going and when you will be back; leave the name and phone number of the client you are meeting and schedule a time for your office to call you to check in.

### **Open house safety**

Don't assume everyone has left the premises at the end of an open house. Check all rooms and the backyard prior to locking the doors. Be prepared to defend yourself, if necessary.

### **Stranger danger**

Tell your clients not to show their home by themselves. Remind them not all agents, buyers and sellers are who they say they are. Predators come in all shapes and sizes. Tell your sellers to refer inquiries from other agents or buyers to you for safety reasons.

### **Keep track of colleagues**

Have a check-out employee board at your office, listing your name, destination, customer name, date and expected return time.

### **Follow, never lead**

When showing a home, always have your prospective buyer walk in front of you. Don't lead them, but rather direct them from a position slightly behind them.

### **You take the wheel**

Whenever possible, take your own car to a showing. When you leave your car, lock it.



### **Have a plan**

*Industry experts recommend agents and brokers develop their own comprehensive safety plan to prepare their offices for potentially dangerous situations. Having a plan and putting safety protocols in place prepares you to handle a dangerous situation – or keep something from happening in the first place.*

*National and state realtors associations – such as NAR and the Ohio Realtors – offer agents, brokers and associations a wealth of resources to educate real estate professionals about safety risks and ways to promote safe practices year-round.*

*NAR frequently presents safety webinars and publishes weekly social media messaging for associations to share with their members. The association's website, [www.nar.realtor](http://www.nar.realtor), also contains a list of various resources including apps, products and a list of educators who have either spoken or written on the topic of licensee safety.*

*For more information about the NAR's various safety resources, visit [www.nar.realtor/safety](http://www.nar.realtor/safety).*

*If you're a member of the Ohio Realtors, you can access the organization's resources by visiting the "REALTOR Safety" page at [ohiorealtors.org/realtor-safety](http://ohiorealtors.org/realtor-safety) and logging in to your account.*



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## Safety Begins at Home *continued*

### *Choose flight over fight*

While every real estate agent should take a basic self-defense course, the primary goal in any threatening situation is to escape from immediate danger and call for help.

### *Have your excuse ready*

Part of being prepared to deal with a threatening situation is having “an out.” Prepare a scenario in advance so you can leave – or you can encourage someone who makes you uncomfortable to leave.

Take two seconds when you arrive at your destination to check out potential dangers – Is there any questionable activity in the area? Are you parked in a well-lit, visible location? Can you be blocked in the driveway by another vehicle?

### *Don't get parked-in*

When showing a property or meeting someone, park your car in front of the property rather than in the driveway.

### *Have a lifeline*

If you find yourself to be the last one in an open house and your car is not in the immediate vicinity of the venue, make a phone call as you walk. Assailants are less willing to attack if you are in mid conversation with another person.

**For the full list of the NAR's "56 Safety Tips for REALTORS," visit <https://www.nar.realtor/safety/56-safety-tips-for-realtors>.**



## One Year Later: HB 532—What You Need to Know

***On April 6, 2017, the license bill House Bill 532 went into effect in Ohio. Among other changes to Ohio's real estate license law, the legislation created multiple license designations and permissible company structures. In response to the many questions we've received regarding how licensees may utilize these and other changes, we have put together a quick guide for you.***

### *License Level Designations*

There are now five different license levels: Principal Broker, Management-Level Broker, Associate Broker, Management-Level Salesperson, and Salesperson. If a Principal Broker or affiliated licensee wants to change a license designation, submit a completed, signed Change Application–Individual form (COM 3628) signed by the Principal along with the \$25 fee. If you are transferring to another brokerage or reactivating from inactive or suspended status, the Sales Transfer/Reactivation application (COM 3572) and Broker Transfer/Reactivation application (COM 3576) both include an area to indicate your license designation. Again, the signature of a principal broker is required.

Please note: management-level salespeople and associate brokers may not sign paperwork submitted to the division.

### *Broker Responsibilities Course*

An additional three-hour core class was created—the Broker Responsibility class—which is required continuing education for all brokers (including active brokers, brokers on deposit, and brokers on deposit who are over 70 years of age) and management level licensees. Instead of the current three core classes, there will now be four

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## HB 532 *continued*

core classes but just one required core course for brokers on deposit and those over 70 years of age.

If you are in a license category required to take this course, you will need to include it in your first renewal period beginning after April 6, 2017. The Real Estate Commission would like to see all licensees for whom this is now a requirement take the class as soon as possible. We know many of you already have – and congratulate you on that accomplishment!

### *20-Hour Post Licensure Class*

The requirements for the salesperson post-licensure course have been expanded. Anyone licensed on or after April 6, 2017 is required to take the 20-hour post-licensure class within one year of their license being issued. The 20-hour post course may be done in a classroom or online. Those licensed before April 6, 2017 were only required to take a 10-hour post course; however, it had to be taken in a classroom.

### *Principal Broker for More Than One Company and Multiple DBAs*

HB 532 also introduced a new concept for Principal Brokers: permitting a principal broker to act in that capacity for more than one brokerage at the same time. Additionally, the new law now allows one brokerage to have multiple “doing business as” (DBA) names. Often, requests for these new business structures came from owners and/or brokers who wanted a referral company, or a property management company separate from the current brokerage. If you wish to take advantage of either of these new structuring options, there are several steps to each process.

## The Process

How to become a principal broker at more than one brokerage	How to apply for additional DBAs
Submit Name Reservation (COM 3044) and fee, along with the Additional Affiliation Application (REPL-17-005), for superintendent’s approval.	Submit Name Reservation (COM 3044) and fee for superintendent’s approval.
<b>If approved, file the new company with Secretary of State’s office.</b>	<b>If approved, file the DBA with the Secretary of State’s office.</b>
Submit the Broker Transfer/Reactivation form (COM 3576- check the first box) and fee.	
If additional brokerage is a brand-new company, submit the corporation or LLC application with fee.	
<b>Submit a letter from your bank showing an active, non-interest-bearing account titled “Trust” or “Special” account in the name of the new company.</b>	<b>Submit a letter from your bank showing an active, non-interest-bearing account titled “Trust” or “Special” Account in the name of the new DBA.</b>
Submit a notarized affidavit from each owner stating: “I am part owner and will not act as a broker for this company” or “I am the owner/broker of this company.”	Submit a Change Application – Business form (COM 3684) and fee; return your company license and addendum so we can add the additional DBA to your license.
The principle broker must list all companies he or she is the principal broker for in their advertising.	It will be up to the principal broker to determine which agents will be using the new DBA.

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## HB 532 *continued*

In both cases, there currently\* must be some commonality between the names of the brokerages or DBAs. For example, if your current company name or DBA is "Christopher Realty," you might apply to use "Christopher Referral" or "Christopher Property Management" for the second company/DBA.

Once your paperwork and fees are submitted, we will issue you a new company license and addendum and mail it to the physical address in Ohio that you have on your application. If you need additional help, do not hesitate to contact the division's licensing section; they will be happy to help you through the paperwork. Our forms may be found at: <https://www.com.ohio.gov/real/Forms.aspx>.

*\*The Commission adopted, by policy, the requirement for commonality in April 2017. The Commission's position on this requirement may change, or may not stand, as the process to put Ohio Administrative Code (rules) in place progresses.*



## Reporting Unclaimed Funds: The Responsibilities of Real Estate Brokerages

Do you know what to do when you have a client account that's become dormant, and you can't contact the owner – despite your best efforts?

The Ohio Department of Commerce's Division of Unclaimed Funds (UCF) takes reports of unclaimed property and works to reunite Ohioans with their hard-earned but forgotten money. Unclaimed properties include deposits, unclaimed wages, checking/savings accounts and insurance policies, as well as the contents of safe deposit boxes. For real estate brokerages, unclaimed funds may take the form of earnest money or property management deposits, rents and/or maintenance funds.

All businesses that are located and/or operated in the state of Ohio are required to file an Annual Report of Unclaimed Funds with UCF under Ohio Administrative Code Section 169.01. A few points about businesses' reporting requirements:

- There are no minimum reportable dollar amounts, except for unclaimed wages less than \$50.00.
- Businesses must file a report annually.

Businesses not holding any unclaimed funds must still file a Negative (NONE) Report.

- The reporting deadline for real estate brokerages and other non-life insurance companies is Nov. 1 each year.
- The only entities exempt from reporting are political subdivisions (townships/municipalities/counties) of the state and Internal Revenue Code 501(c)(3) tax exempt hospitals.

You can search to see if YOU have any unclaimed property on UCF's website – <https://www.com.ohio.gov/unfd/default.aspx>. If unclaimed funds are found, individuals can file a claim and provide documentation showing the individual(s) are the rightful owner. There is no cost to file a claim.

For more information on requirements for reporting unclaimed funds, visit the UCF [FAQ page](#), or contact the division at 614-466-4433 or [UnfdClaims@com.ohio.gov](mailto:UnfdClaims@com.ohio.gov).



## Advertising Series: Name Identification/Equal Prominence

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The division is continuing its series on real estate advertising for which enforcement staff commonly receives inquiries. This issue's topic is **Name Identification/Equal Prominence**. While it is understood that technology now enables a multitude of creative platforms for advertising real estate services, licensees should be mindful that compliance with advertising regulations is a must.

We encounter personal websites where licensees have incorrectly identified their affiliated brokerage, opting to instead identify the franchise name only, omitting reference to the affiliated brokerage altogether. Other times, licensees have only included their team name or another unlicensed entity name, such as the name of the salesperson's limited liability corporation (LLC) under which their broker is paying the salesperson commissions pursuant to ORC 4735.20 (C). All of these advertising examples are potentially misleading to the public and run counter to requirements.



Ohio Administrative Code 1301:5-1-02, which is found [here](#), lays out the requirements that must be followed when advertising, including advertisements on electronic media, such as websites and social media. Name identification of the licensee as it appears on the license is a key component in advertising. Additionally, the name of the broker – or brokerage – shall be displayed in at least equal prominence with the name of the salesperson in all advertising that is within the direct control of the licensee or the brokerage. Keep in mind font, size, color, and placement are factors in maintaining equal prominence. Remember, too, that a team or individual licensee's "brand" or "logo" must comply with the prominence rule if the graphic appears to identify an individual licensee or team name.

- Failure to advertise your individual name and/or brokerage name as described above is in violation of Ohio Revised Code 4735.18 (A) (21): "Having published advertising, whether printed, radio, display, or of any other nature, which was misleading or inaccurate in any material particular, or in any way having misrepresented any properties, terms, values, policies, or services of the business conducted." As always, please continue to be mindful of advertisements that could be misleading to the public and consult your brokers and/or management-level licensees for additional guidance/company policy considerations.



## 12 MOST COMMON ENFORCEMENT ISSUES

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We are often asked about the most common violations seen in real estate. Listed below are 12 enforcement issues that most commonly come up and how you can avoid them.

### 1 Not advertising properly

- Teams and individual licensees must include the name of their broker and/or brokerage in at least equal prominence to the licensee/team name in all advertising.
- Teams must include – in all advertising – the name of at least one licensed member of the team as that person’s name appears on their license.

### 2 Salespersons operating outside their brokerage

- Licensees must conduct all real estate services on behalf of another, for compensation, in the name of the brokerage with which they are affiliated, and all monies collected should be maintained and/or disbursed by the brokerage.

### 3 Licensees allowing unlicensed individuals/entities to perform or engage in real estate services

- Unlicensed individuals/entities are prohibited from engaging in real estate services as defined in ORC 4735.01 unless an exemption applies under ORC 4735.01 (I) and/or the unlicensed person/entity is performing services in compliance with OAC 1301:5-5-07.

### 4 Noncompliant trust accounts

- Brokerages must maintain general trust accounts bearing the words ‘trust account’ or ‘special account.’
- Brokerage trust account records must be maintained in compliance with OAC 1301:5-5-09.
- Brokerages engaged in providing property management services must maintain a separate



### Brokerage Assessments Due June 30

If your brokerage has 11 or more salespeople, or has at least one branch office, your Principal Broker is required to submit a brokerage assessment to the division annually. This year, the division mailed 600 such invoice notices to brokerages meeting that criteria. This is just a friendly reminder that those assessments are due no later than June 30, 2018. Assessments may be completed online, through regular mail, or brought to our office at **77 South High St., 20th Floor, Columbus**. If the division does not receive required paperwork and payment by the June 30 deadline, that delinquent brokerage company – and all affiliated licensees – will be suspended with the brokerage subject to penalties.

**If you have any questions regarding brokerage assessments, please contact the division’s Licensing Section at (614) 466-4100 or [webreal@com.state.oh.us](mailto:webreal@com.state.oh.us).**

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## Enforcement Issues *continued*

property management trust account in compliance with OAC 1301:5-5-11.

- Brokerages engaged in property management may maintain trust accounts in the name of the property owner pursuant to a written contract with that owner, pursuant to OAC 1301:5-5-23.

### 5 Allowing lock box access to unlicensed and/or unsupervised parties

- Licensees are prohibited from releasing lock box codes without the consent of the seller and/or the seller's authorized agent. It's a good idea to get such consent in writing.

### 6 Not maintaining complete transactional files, including pertinent emails/texts

- Licensees must maintain complete transactional files (including emails and texts) connected to the transaction for a period of three years from the date of the transaction – even if the transaction doesn't close.

### 7 Brokers signing blank applications

- Brokers must refrain from pre-signing any application form ahead of a salesperson/applicant. When a broker signs one of these forms, that broker is attesting that the applicant is honest, truthful, and of good reputation and has accurately completed the ethical conduct and legal history portion of an initial or transfer/reactivation application.

### 8 Not reporting convictions timely

- Licensees must notify the superintendent, in writing, within 15 days of any of the occurrences identified in ORC 4735.13 (C) including felony convictions or crimes of moral

turpitude. Remember, a change of home address has to be reported within 15 days as well.

### 9 Not properly representing both clients in a divorce situation

- Licensees representing sellers in a divorce situation must fulfill their fiduciary duties to both clients, including the presentation of offers and obtaining signatures on documents such as the listing agreement and offers to purchase/addenda.

### 10 Not presenting all offers

- Licensees representing seller clients must timely present all offers to their clients.

### 11 Not obtaining and maintaining written consent to all changes during the transaction

- Licensees must obtain and be able to demonstrate written consent to all changes made to a contract during a transaction – even if the deal falls apart.

### 12 Not disclosing material facts

- Licensees must disclose to any purchaser all material facts of which the licensee has actual knowledge pertaining to the physical condition of the property that the purchaser would not discover by a reasonably diligent inspection, including material defects in the property, environmental contamination, and information that any statute or rule requires be disclosed pursuant to ORC 4735.67.



## Disciplinary Actions through December 2017 Real Estate

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*Listed below are the Real Estate Disciplinary Actions through December 2017. Summaries are also available online.*

### *Revocations*

Jack Kohler, Jr	Salesperson	West Chester
Raymond Rich, Jr	Broker	Youngstown
Mark Cousino	Salesperson	Hamilton
LaShonda Sue Holcomb	Salesperson	Brook Park
Catherine A. Laderer	Salesperson	Newbury
Barbara Hebenstreit	Salesperson	Cincinnati
Philip Morris	Broker	Columbus
Jarvis Tolliver	Salesperson	Cincinnati
James Olman	Broker	Cincinnati
Stephen Cray	Broker	Lewis Center

### *Suspensions, Fines, Education*

Brooke Parker	Salesperson	Hamilton
Vito Boscaino	Salesperson	Charleston, SC
Barry Shaffer	Salesperson	New Franklin
Susie Marie Brown	Salesperson	Temperance, MI
Daniel James	Salesperson	Naples, FL
Sheryl Reitter	Broker	Columbus
Maximino J. Arroyo	Salesperson	Cincinnati
Shawn Barral	Salesperson	Grove City
Roy Webb	Salesperson	Liberty Township
Kenneth A. Myers	Salesperson	Avon
Geri Castor	Salesperson	Austintown
Anna M. Magura	Salesperson	New Middletown
Arlene Steiner	Salesperson	Canfield
Sharon Jesko	Salesperson	Canfield

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## Disciplinary Actions through December 2017 *continued*

Aaron McDaniel	Salesperson	Columbus
Brandi Newland	Broker	Grove City
Sheila Stupka	Salesperson	Broadview Heights
Claire Harper Eggert	Salesperson	Dayton
Shannon Vodhanel	Salesperson	Canfield
Angela Ann Szaruga	Salesperson	Russells Point
Saroj Singh	Salesperson	Poland
Billie Allen	Salesperson	Newark
Tracey Hartson	Salesperson	Lewis Center
Sandra Reckner	Salesperson	Willoughby Hills
Richard Whittington Jr	Broker	Willoughby Hills
Todd Green	Salesperson	Lewis Center
Roberta Lepi	Broker	Dresden
James Kopcho	Fazeysburg	Ohio
Patricia Archer	Salesperson	Dresden
John Peck	Broker	Westerville
Samantha Cavanaugh	Salesperson	Utica
Lisa Cole	Salesperson	Mentor
Darlene Guess	Broker	Coshocton
Christopher Gregory	Broker	Powell
Lauren Gregory Swander	Salesperson	Columbus
Patricia Krasienko	Salesperson	Bermuda Run, NC
Robert Gregory	Salesperson	Roaming Shores
Tifini Moyer	Salesperson	Canastota, NY
Matthew Young	Salesperson	Uniontown
Craig Rocheck	Salesperson	Brunswick
Dawn Maloney	Salesperson	Munroe Falls
Rhonda Partin Johnson	Salesperson	Beavercreek
Lee Wilson	Salesperson	South Euclid
Nicholas Biernacki	Salesperson	Maumee
Sherry Demar	Broker	Boardman
Ronald Faulkner	Broker	Lebanon
Phillip Bolte	Broker	Port Clinton



## Disciplinary Actions through December 2017 *continued*

Wilbert Johnson Jr	Broker	Hubbard
Nicholas Ayers	Salesperson	Batavia
George Gustovich	Salesperson	Lyndhurst
Debbie Mottl	Salesperson	North Royalton
Angelia Cleveland	Salesperson	Columbus
Ann Snyder	Salesperson	Columbus
John Nader	Broker	Strongsville
Deborah Rhoades	Salesperson	Etna
Bradley Kowit	Broker	Mayfield Heights
Mark Steinbauer	Salesperson	Toledo
Jeffrey Roberts	Salesperson	Dayton
Cathy Scott	Salesperson	Minford
Pearlie Durrah	Broker	Cleveland
Eric Odita	Salesperson	Columbus
Amanda Pohlman	Salesperson	Beachwood
Richard Sheehan	Salesperson	Rocky River
M. Rosalie Gray	Broker	St. Clairsville
Joyce Petty	Broker	Cleveland Heights
Nelson Spoth	Salesperson	University Heights

### *Unlicensed Activity*

Brenda Braden	Monroe, MI
Lillie Scott	Columbus
David Soto	Chicago, IL
Garland Ward	New Franklin



## Disciplinary Actions November 2016 through 2017 Appraiser

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*Listed below are the Appraiser Disciplinary Actions through December 2017.  
Summaries are also available online.*

### *Revocations/Surrenders*

There were no revocations or surrenders during this period.

### *Suspensions/Fines/Additional Education & Reprimands*

Charlotte Barcey-Fishback	Certified General Appraiser	Salem
Tracy Barnett	Certified Residential Appraiser	Solon
Rachel Curtis	Certified Residential Appraiser	Powell
Brian Grancha	Certified Residential Appraiser	Cleveland
Jason Hardcastle	Certified Residential Appraiser	Zanesville
Mary Lane	Certified General Appraiser	Columbus
Ann Lathey	Licensed Residential Appraiser	Hilliard
Linda LaTorre	Licensed Residential Appraiser	Reynoldsburg
Teresa Madden	Certified Residential Appraiser	Northfield
Rodney Rust	Certified Residential Appraiser	Miamisburg