

# **RESUME OF JERRY W. ROYSE, ITI**

9138 Arlon St. A1  
Anchorage, AK 99507  
(907) 563-3086

## **PROFESSIONAL REAL ESTATE ACHIEVEMENTS**

Commissioner Alaska Real Estate Commission 2019-2020  
Education Liaison Officer Alaska Real Estate Commission 2019-2020  
Association of Real Estate License Law Officials Commissioner Resource Committee 2022  
Association of Real Estate License Law Officials Education Certification Committee 2021-2022  
Association of Real Estate License Law Officials Education Compliance Committee 2019-2020  
Association of Real Estate License Law Officials Education Awards Task Force 2019-2020  
Chairman Alaska Real Estate Commission Education Committee 2015  
Recipient Lifetime Achievement Award Anchorage Board of REALTORS® 2014  
Vice-Chairman Alaska Real Estate Commission Education Committee 2014  
President Alaska Association of REALTORS® 1998  
President-Elect Alaska Association of REALTORS® 1997  
Vice-President Alaska Association of REALTORS® 1995  
President Anchorage Board of REALTORS® 1994  
National Director National Associations of REALTORS® (NAR) 1998, 1999, 2000, 2001  
National Director, REALTORS® Council of Residential Specialists 1999 - 2001, 2003 - 2005  
NAR Council of Residential Specialists (CRS), Alaska CRS of the Year 1997  
Director Alaska Association of REALTORS® 1993 - 2001  
Director Anchorage Board of REALTORS® 1992, 1993, 1994, 1995

## **BUSINESS EXPERIENCE**

Founder Royse and Associates Training Company 1990-2023  
Trains over 50% of all Real Estate Licensees in Alaska 1990-2023  
Mortgage Originator Training for Major Mortgage Companies in Alaska and Washington  
Broker Royse and Associates Real Estate Company 1997-2023  
President EarthYellowpages.com, Inc 1998-2023  
President AlaskaYellowpages.com 1999-2023  
Lead Trainer South Central Real Estate Institute 1991-1996  
Broker Buyers Realty 1988-1996 (participated in over 1000 exclusive buyer broker transactions)  
Trainer Growth Company 1995 - 1998  
Sales Manager Western International Properties 1986 -1988  
President Alaska Equity Share - Property Acquisition - Renovation - Management 1981-1986  
Consultant on Retainer for over 10 Real Estate Entities 2019-2023

## **EXPERT WITNESS AND LEGAL RELATED WORK**

Advisor on many real estate legal matters settled out of court.  
Alaska Real Estate Commission Reviewing Commissioner on numerous cases of statutory and regulatory violations, recommending penalties and enforcement actions.  
Participation in drafting 35 Alaska Statutes and Regulations sections related to real estate.

REALTOR Professional Standards Hearing Officer.

Expert Testimony as requested at many Real Estate Commission meetings, discussions and hearings in Alaska, West Virginia and Oklahoma.

Certified Instructor State of Alaska 1991-2023 –36 Topics approved include: Landlord Tenant Law, Alaska Statutes and Regulations, Agency, Licensee Relationships, Trust Account Management, Contract Law, Ethics, Broker Supervision, Risk Management, Prelicensing, Broker Upgrade Class, Professional Standards, Property Management, Disclosure Law, Fair Housing, RESPA, Financing, Prohibited Conduct, Anti-Trust, Property Disclosure & Inspections, Asset Protection and Business Structures.

Alaska Real Estate Statutes and Regulations Taught over 350 Times 1988- 2021

### **PROFESSIONAL QUALIFICATIONS and AFFILIATIONS**

Alaska Real Estate Brokers License 1988-2023 -- Licensed since 1986

Certified Residential Specialist CRS Designation 1994-2005

Graduate REALTORS® Institute GRI Designation 1994-2005

Instructor Training Institute ITI Designation 1994-2013

Strategic Planning Committee CRS Council 1998 - 2000

Nominating Committee, REALTORS® National Marketing Institute, CRS Council 1998, 1999

Distance Learning Task Force, REALTORS® National Marketing Institute, CRS Council 1999

Agency Task Force Chairman National Association of REALTORS® CRS Council 1995

Agency Task Force Alaska Association of REALTORS® 1994, 2004

Agency Task Force Alaska Real Estate Commission 1996, 1997

Officer Alaska Residential Brokerage Council 1993

Director/Officer Alaska Multiple Listing Service 1993

Member National Association of REALTORS® Professional Standards Forum 1993

Member National Association of REALTORS® Commercial Committee 1997

Professional Standards Committee Anchorage Board of REALTORS® 1994-1996

Member National Association of REALTORS® Fair Housing Forum 1994

Articles published REALTOR® News

Member National Association of Home Builders 1999-2003

Member National Association of REALTORS® 1986-2005

Member Alaska Home Builders 1999-2003

Active Member Alaska Association of REALTORS® 1986-2005

Active Member Anchorage Board of REALTORS® 1986-2004

Active Member Valley Board of REALTORS® 2004-2005

Member REEA Real Estate Educators Association

Charter Member REBAC Real Estate Buyer's Agent Council

### **EDUCATION ACHIEVEMENTS**

Education Committee National Association of REALTORS® 1997, 1998, 1999

Education Chairman Alaska Association of REALTORS® 1993

Faculty Committee, REALTORS® National Marketing Institute, CRS Council 1999

Chairman Instructor/Courses Committee, REALTORS® CRS Council 2000

Vice-Chairman Instructor/Courses Committee, REALTORS® CRS Council 1999  
Instructor Training Institute ITI Board of Governors 1997, 1998  
Education Co-Chairman Alaska Association of REALTORS® 1992  
Education Chairman Anchorage Board of REALTORS® 1991, 1992  
Education Committee Anchorage Board of REALTORS® 1989-1997  
Education Chairman Alaska REALTORS® CRS Chapter 1991, 1992  
Education Chairman Alaska REALTORS® Residential Brokerage Council 1991, 1992  
NAR State Education Director Meetings Alaska Representative 1995, 1996, 1997, 1998, 1999  
REALTORS® Institute National Peer Review Working Group 1998, 1999  
REALTORS® National Commercial Education Committee 1997  
REALTORS® National Education Forum 1993, 1994, 1995  
Governor Alaska REALTORS® Institute 1996, 1997  
Education Director Prudential Alaska 1997-1998

### **SPEAKING ACHIEVEMENTS**

Coordinator and Speaker Asset Protection Conferences in Alaska and Hawaii 1997-2023  
Conference Speaker Law Seminars International Ethics & Strategies 2010  
Certified Instructor State of Alaska 1991-2023  
Real Estate Sales Prelicensing and Post Licensing Over 3500 Students Trained 1998-2023  
Real Estate Broker Prelicensing and Post Licensing Over 700 Students Trained 1998-2023  
Senior Instructor, REALTORS® National Marketing Institute, CRS Council 1995-2005  
Co-instructor Instructor Training Institute (ITI) 1996  
Senior Instructor REALTORS® Institute 1992-2007  
Convention Speaker "Agency Buyer Brokerage" National REALTORS® Convention 1994 - 1996  
Convention Speaker National Association of REALTORS® Technology Fair 1994  
Convention Speaker Alaska State REALTORS® Convention 1991 -1996  
Convention Speaker REALTORS® Institute of Real Estate Management 1995  
Convention Speaker "Agency Relationships" West Virginia Assoc. of REALTORS® 1997  
Convention Speaker New Mexico Association of REALTORS® 1993  
Instructor Experience in 5 countries and 45 states including Alabama, Alaska, Arizona, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Nevada, Missouri, Nebraska, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming. Puerto Rico, Canada, Nevis, Costa Rica, Bahamas  
Speaker REALTORS® Residential Sales Council Speaker Showcase 1993

### **INTERNATIONAL ACHIEVEMENTS**

Coordinator "Alaska Adventure," International Real Estate Technology Conference 1992-2005  
Coordinator REALTORS® Certified International Property Specialist (CIPS) Institute 1995

Member International Section National Association REALTORS® 1995, 1996, 1997

**I have testified as an expert witness at trial or by deposition in the following cases:**

- Mehner Vs. Columbus 2001: Misrepresentation, Procuring Cause, Ethics, Agency Law, Alaska Statutes and Regulations. Work included research and written report, legal strategy development and testifying as an expert witness in Alaska Superior Court Case # 3AN-00-9060-CI
- Erkins Vs. Garrison et al 2003: Business valuation, professional responsibilities and conduct. Work included research and development of material and testifying in deposition. Case was settled before court date. US District Court for the District of Alaska. Case # A00-22-CI
- James and McKinnis Vs. Huber Jennison and Deep Creek Realty 2002: Misrepresentation, Ethics, Agency Law, Alaska Statutes and Regulations. Work included research and written report. Case was settled before court date. Case # 3KN-02-925-CI
- Paterna Vs. Grothe Vs. Lockard Larose et al 2004 Misrepresentation, Ethics, Agency Law, Professional Conduct, Alaska Statutes and Regulations. Work included research, strategy and written report. Case # 3AN-04-8601-CI
- United States Vs. Dean Beaulieu, 2005 Criminal Case; Misrepresentation, Fraud, Ethics, Agency Law, Alaska Statutes and Regulations. Interstate transport of illegal documents. Work included research and written report. United States District Court for the District of Alaska Case # A04-0106-CR (JKS)
- Deptula Vs. Simpson, Dynamic Properties Dall Realty et al 2005: Misrepresentation, Ethics, Agency Law, Alaska Statutes and Regulations, Stigmatized Property. Work included research and written report, legal strategy development. Alaska Superior Court Case # 3AN-04-04765-CI
- Fink Vs. Snelling 2006 Real Estate Contracts, Employment Agreements, Procuring Cause, Seller Conduct. Work included research and written report, legal strategy development and testifying as an expert witness in Alaska Superior Court Case # 3AN-04-10022-CI
- Enoch Vs. Carney 2007 Real Estate Contracts, Conflicts of Interest, Broker Supervision, IRS Section 1031 Tax Deferred Exchanges, Alaska Statutes and Regulations. Work included research and written Affidavit, and legal strategy development. Alaska Superior Court Case # 4FA-07-1866-CI
- Dobosi Vs. Dynamic Properties et al. 2008 Real Estate Contracts, Professional Conduct, Property Disclosure, Misrepresentation, Alaska Statutes and Regulations. Work included research and written statement, and legal strategy development. Alaska Superior Court Case # 3AN-07-04692-CI
- Kanag' Iq Investments, LLC Vs Nancy Williams D/B/A US Realty 2008 Professional Standards, Broker and Licensee responsibilities and duties Work included research and written statement of opinion. Alaska Superior Court Case # 3AN-04-05257CI

- Golson Vs. Newby d/b/a Homer Real Estate  
Professional Conduct, Property Disclosure, Misrepresentation, Alaska Statutes and Regulations. Work included research and written statement, and legal strategy development. Alaska Superior Court Case # 3HO-06-189-CI
- Stahlman, Terry vs. Jaime, Adrian et al  
Property Disclosure, Professional Conduct, Property Disclosure, Misrepresentation, Alaska Statutes and Regulations. Work included research and written statement, and legal issue identification. Alaska Superior Court Case # 3AN-06-08156CI
- Frazier v. Northern Trust & Realty Executives 2009  
Broker Supervision, Policies and procedures, Mortgage fraud, Alaska Real Estate Statutes and Regulations, Professional Conduct, Listing Responsibilities, Prohibited Conduct, work included research, report, attendance at depositions and testifying in court. Alaska Superior Court Case # Case 3AN-08-09595 CI
- Park Place Condo Association v. Fireman's Fund Insurance 2009  
Analysis Focused on Condo Association Documents, Condo Association Management, Risk Management, Health and Safety, Property Disclosures and Inspections, Alaska Superior Court Case # Case 3AN-08-11527 CI
- Alaskasland v. Kevin Cross, William Jacques, Matt Dimmick, Keller Williams, et al., 2013  
Licensee Duties and responsibilities, Broker liability and supervision requirements, Reliance on experts, Policies, Guidelines and Requirements, Licensee copyright requirements, Contract Law, Vicarious Liability, Imputed Knowledge and Notice  
Alaska Superior Court Case No. 3AN-12-4799 CI
- Burch v. Wells Fargo Bank N.A., 2014  
Slip and Fall Liability, Property Liability, Risk Management, Professional Standards and Procedures. Work included research and written statement, and legal issue identification. United States District Court Case # 3:13-cv-00201-SLG
- Cotter Vs. Cobb & Keller Williams et al 2016  
Analysis focused on Professional Conduct, Licensee Duties and Responsibilities, Professional Standards and Procedures and Contributory Negligence. Work included research and written statement, and legal issue identification. Alaska Superior Court Case # 3AN-14-09697-CI
- Fekrat Vs. USA 2018  
Analysis focused on Revenue loss and forecast of revenue loss as a result of Medical Injury. Work included research and written statement, and legal issue identification. Alaska Superior Court Case # 3:16-cv-00127-RRB
- Mint Dental, LLC vs Chambers Commercial Real Estate Inc. (sic) et.al. 2018  
Analysis focused on Professional Conduct, Commercial Landlord and Tenant Duties, Tenant Liability, Duties and Responsibilities of Entities in the Lease, Professional Standards and Documentation, Alaska Real Estate Statutes and Regulations and Trust Account Compliance, Work included research and written statement, legal issue and Alaska statutory and regulatory identification.. Alaska Superior Court Case No. 3AN-17-05453 CI

- Lynburner Vs. Lynburner 2020  
Testimony focused on Professional Conduct, Brokerage Structure and Supervision Requirements, Business, Professional, and Entity Licensing and Compliance. Alaska Superior Court Case No 4FA-19-01573CI
- Harris and Porter Vs. Candi Barger and Sitka Realty et al 2021  
Deposition reviews and expert analysis focused on Professional Conduct, Code of Ethics, Brokerage and Licensee Requirements and Duties, Alaska Superior Court Case # 1SI-20-168CI