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5 IN THE UNITED STATES BANKRUPTCY COURT
6 FOR THE DISTRICT OF ARIZONA
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8
9 KATHLEEN F. GODDARD,

10
11 Debtor.

Chapter 7

Case No. 08-04414-SSC

Adversary No. 08-ap-00504

(Not for Publication- Electronic Docketing
ONLY)

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14 DONALD B. STERNER,

15 Plaintiff,

16 vs.

17 KATHLEEN GODDARD,

18 Defendant.
19

MEMORANDUM DECISION

20 I. INTRODUCTION

21 On July 28, 2008, Donald Sterner, Plaintiff, filed this adversary proceeding
22 seeking to have an obligation in the principal amount of \$126,669.41 declared nondischargeable
23 pursuant to 11 U.S.C. §523(a)(2)(A). The Defendant, Kathleen Goddard, the Debtor in this
24 Chapter 7 proceeding, filed an answer denying the allegations. Further pre-trial proceedings
25 were conducted in this matter, and a trial was held on February 18, 2009. Thereafter this matter
26 was deemed under advisement.
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1 In this Memorandum Decision, the Court has set forth its findings of fact and
2 conclusions of law pursuant to Rule 7052 of the Rules of Bankruptcy Procedure. The Court has
3 jurisdiction over this matter, and this is a core proceeding. 28 U.S.C. §§1334 and 157.¹ (West
4 2008).

5 II. FACTUAL BACKGROUND

6
7 The Debtor filed her Chapter 7 petition on April 21, 2008, and has recently
8 remarried. In the fall of 2003, the Plaintiff and the Debtor were close personal friends.² At the
9 time, both parties were single.³ The Plaintiff had graduated from the University of Georgia and
10 had worked at a lumber business in New Jersey that had been started by his great grandfather.
11 However, after his father died, it appears that he and his brother sold the lumber business, and he
12 commenced sharing some type of a revenue stream with his brother.⁴ He testified that in the fall
13 of 2003, he received about \$700 every two weeks as revenue. Although he had met the Debtor
14 in 2002 when she was a bartender in New Jersey, it was not until she suffered serious medical
15 complications in 2003 that he became close personal friends with the Debtor.

16 In February 2003, the Debtor decided that she needed to move to the warmth of
17 Arizona because of her on-going medical problems. She approached the Plaintiff at that time,
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21 **1.** The Debtor filed her bankruptcy case on April 21, 2008. Hence, the Bankruptcy
22 Abuse Prevention and Consumer Protection Act of 2005 ("BAPCPA")(Pub.L.No. 109-8,
§1501(b)(1), 119 Stat. 23, 216 cite) applies to these proceedings.

23 **2.** Joint Pre-trial Statement, Docket Entry No.17, Paragraph IIC.

24 **3.** The Plaintiff had been married, but was divorced in 1988.

25 **4.** The Plaintiff was not very specific as to the nature of his income. It appears that after
26 his father died, some type of transfer of the lumber business occurred which allowed the Plaintiff
27 and his brother to receive lease or similar payments. For purposes of this decision, that is
sufficient information.

1 Sunday, November 9, 2003, an email from Amanda, the Debtor’s daughter.⁹ In the email,
2 Amanda mentioned that she was having difficulty obtaining the information that the Plaintiff’s
3 attorney and accountant needed. She argued that her difficulty stemmed from the fact that her
4 home was in foreclosure. In her email, Amanda outlined her belief that her residence had a fair
5 market value of \$135,000, that there was a first and second lien against the property, that the
6 “total loan amount” was \$119,000, and that there were closing costs, such as \$3,000 as a
7 prepayment penalty on one of the mortgages, and “realtor’s fees.”¹⁰ She also described in detail
8 how the transfer of real property in Arizona differed from that in New Jersey. At one point, she
9 stated

10 “Arizona real estate sales work a bit differently than New Jersey real estate sales;
11 they are much less complicated. We do not have round tables and all kinds
12 of people that have to come together. . . We simply have a standard contract (I
13 can fax this to you whenever you’re ready) and we use a title company that
14 acts as a mediator and does all the leg work in coordinating with you (or
15 your attorney and accountant if you prefer). They handle getting the loan
16 payoffs, making sure title is clear, making sure the seller pays all necessary
obligations, etc. and then after they draw up the documents, we sign and
they record it [sic]. Very simple. With a cash offer it simplifies the process
even more so. We are not waiting on financing from lenders, so really
they just need a week from when we give them the contract to do the
paperwork and contracts, etc. There is no time involvement for you at all,
just signing the papers, that’s it.”¹¹

17 She concluded by requesting that the Plaintiff provide a fax number, so that she could fax the
18 contract to him. She noted that she was unable to open escrow until she received a signed
19 contract from him.¹² However, the Plaintiff testified that Amanda never faxed a contract to him.

20 It is important to review Amanda’s representations in the context of her
21 experience. Both the Debtor and the Plaintiff testified at trial that Amanda knew the Arizona

23 **9.** Exhibit 3.

24 **10.** Id.

25 **11.** Id. at para. 5.

26 **12.** Id. at para.7.

1 prepared, or asked someone to assist her to prepare, a promissory note and deed of trust to allow
2 the Plaintiff to obtain a lien on Amanda's residence. This she did not do. Nor did Amanda, who
3 because of her real estate experience knew that at least one of the liens of Litton had been paid in
4 full, assist or prepare any documentation to provide the Plaintiff with some type of lien on her
5 house.²¹ Moreover, there is no credible evidence in the record that the Debtor or Amanda ever
6 intended to accept the funding from the Plaintiff as some type of gift.²² Indeed the record is
7 replete with emails from both the Debtor and Amanda which repeatedly offered the Plaintiff title
8 to Amanda's residence or at least some type of lien position on Amanda's home.

9 Moreover, the Debtor continued with her pattern of obtaining funding from the
10 Plaintiff with no intention to repay it. On January 2, 2004, once again believing that the Debtor
11 required additional funding to payoff the second lien, taxes, and the homeowners' association on
12 Amanda's residence, the Plaintiff provided another \$26,923.29, by cashier's check, to Litton
13 Loan Servicing, LP.²³ On January 21, 2004, a deed transferring title to the Persimmon Avenue
14 property, the residence owned by Amanda, was transferred from Amanda to the Debtor.²⁴ The
15 Plaintiff conceded that he was aware of this transfer. However, the Debtor told the Plaintiff that
16 there were sink holes in the area which had severely impacted the value of Amanda's house. He
17 was also aware that Amanda had also apparently found the Debtor a condominium in the area.

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19 **21.** It is unclear to the Court why Amanda, the Debtor's daughter, who was so involved
20 with Mr. Vicarro in obtaining the payoff information for the Litton loan, and who facilitated the
21 contact between Mr. Vicarro and Litton to effectuate the payoff, suddenly stopped
22 communicating with the Plaintiff and/or Mr. Vicarro.

22 **22.** There are the self-serving statements of the Debtor, which the Court concludes are
23 not credible. The Debtor's mother also made certain ambiguous statements as to a gift from the
24 Plaintiff to the Debtor. However, there is no credible evidence to support the mother's vague
25 statements of a gift, given the numerous emails from the Debtor and Amanda which stated that
26 something other than a gift was contemplated as a result of the Plaintiff's providing roughly
27 \$131,000 in funding to save Amanda's residence from a foreclosure sale.

26 **23.** Exhibit 9.

27 **24.** Joint Pretrial Statement, Docket Entry No. 17, Paragraph IIK; also see Exhibit 10.

1 Neither the Debtor nor Amanda provided the Plaintiff with any loan documentation to secure the
2 initial or additional advance from the Plaintiff to the Debtor on either Amanda's house, now
3 owned by the Debtor, or on the condominium that Amanda had allegedly purchased for the
4 Debtor. There is no credible evidence in the record that the Debtor or Amanda intended the
5 additional funding by the Plaintiff to be a gift.

6 On October 27, 2004, the Debtor sold the Persimmon Avenue residence, and the
7 deed was recorded on November 1, 2004.²⁵ The Debtor provided no disclosures concerning the
8 sale of the Persimmon Avenue residence in Mesa, Arizona, which reflected that there were any
9 sink holes in the area that had dramatically impacted the value of the residence. Because the sale
10 of the Persimmon Avenue residence occurred within a relatively short period of time after the
11 Debtor received title to the property, the Court questions the motive of the Debtor. The Court
12 concludes that there was no credible evidence presented to support the Debtor's assertion to the
13 Plaintiff that there were sink holes on the property; rather, the transfer from the Debtor to the
14 third party, without any payment to the Plaintiff, reflected an artifice or scheme to defraud the
15 Plaintiff.

16 In October 2004, the Debtor acquired a condominium on East Brown Road. Once
17 again the Plaintiff hoped to obtain some type of lien on the new property. However, as a part of
18 the Debtor's scheme or artifice to defraud, the Debtor never provided a lien on the condominium
19 to the Plaintiff.

20 On August 16, 2005, the Debtor paid the Plaintiff the sum of \$5,000.²⁶ The Court
21 concludes that the payment was made because a contentious telephone conversation had resulted
22 between the Debtor and the Plaintiff. The Plaintiff had notified the Debtor that he had contacted
23 a lawyer to assist him in having the Debtor's Arizona condominium transferred to his name, so
24 that he could avoid the increase in expenses that he was incurring on the equity loan that he had

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26 **25.** Joint Pretrial Statement, Docket Entry No. 17, Paragraph IIL; also see Exhibit 11.

27 **26.** Exhibit 15.

1 On April 9, 2008, the Plaintiff obtained a default judgment against the Debtor, in
2 the principal amount of \$126,669.37, which was entered in the Maricopa County Superior
3 Court.³¹
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5 III. DISCUSSION

6 Pursuant to 11 U.S.C. § 523(a)(2)(A), a monetary debt is nondischargeable "to the
7 extent obtained by false pretenses, a false representation, or actual fraud." In the Ninth Circuit,
8 to prove nondischargeability under §523(a)(2)(A), the Plaintiff needs to show "(1) that the debtor
9 made the representations; (2) that at the time he knew they were false; (3) that he made them
10 with the intention and purpose of deceiving the creditor; (4) that the creditor justifiably relied on
11 such representations; and (5) that the creditor sustained alleged loss and damage as the proximate
12 result of such representations." In re Sabban, 384 B.R. 1 (9th Cir. BAP 2008); In re Diamond,
13 285 F.3d 822 (9th Cir. 2002); In re Slyman, 234 F.3d 1081 (9th Cir. 2000); In re Ettell, 188 F.3d
14 1141, 1144 (9th Cir. 1999); In re Hashemi, 104 F.3d 1122, 1125 (9th Cir. 1996); In re Eashai, 87
15 F.3d 1082 (9th Cir. 1996).

16 The Plaintiff must establish the nondischargeability of a debt by a preponderance
17 of the evidence. Grogan v. Garner, 498 U.S. 279, 284, 111 S.Ct. 654, 657-58, 112 L.Ed.2d 755
18 (1991). In this case, the Plaintiff has established all of the elements of § 523(a)(2)(A).

19 A. False Representations and the Debtor's Knowledge Thereof

20 In this case, the Debtor induced the Plaintiff to loan her a substantial amount of
21 money to preclude the foreclosure of her daughter's house, located at 11432 East Persimmon
22 Avenue in Mesa, Arizona, with the Plaintiff to obtain title to the daughter's residence, or a lien
23 thereon, as a mechanism to repay the Debtor's obligation to the Plaintiff. The Debtor knew at
24 the time that she requested the funding that she was making a false representation to the Plaintiff

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26 **31.** Exhibit 18, Default Judgment attached thereto. The Plaintiff also requested the
27 principal amount of \$126,669.37 in the Joint Pretrial Statement. See Docket Entry No. 17,
Paragraph I, Line 23.

1 to induce him to provide the money to her. The communications between the parties, including
2 the Debtor's daughter, clearly show that the Debtor and her daughter contemplated the Plaintiff's
3 receiving some form of security for his loan, with the Debtor eventually repaying the obligation,
4 be it through a sale of Amanda's home, or later, with her recovery on an anticipated medical
5 malpractice claim, or through other means.³² The evidence presented at the trial reflects that the
6 Plaintiff was repeatedly promised title to Amanda's property or some type of security for the
7 repayment of the obligation. Moreover by July 2003, the Debtor was aware that her medical
8 malpractice claim was without merit and likely to come to naught. Therefore, her argument that
9 the Plaintiff had agreed to be repaid, when, and only if, she succeeded with her malpractice claim
10 is not credible. In essence, given her knowledge that the claim was not meritorious, at least from
11 her attorneys' standpoint, if she promised the Plaintiff a contingent repayment based upon her
12 recovery, she knew at the time that she extracted such a commitment from the Plaintiff, that such
13 a request by her was a separate representation by her, which she knew at the time was false, and
14 which could only have been made with the intent by the Debtor to defraud the Plaintiff. Thus,
15 the Plaintiff has proven, by a preponderance of the evidence, factors 1 and 2 under Ninth Circuit
16 law.

17 B. Intent to Deceive

18 For a debt to be excepted from discharge, the debtor must also actually intend to
19 defraud the creditor. In re Tsurukawa, 258 B.R. 192 (9th Cir. BAP 2001). However, direct
20 evidence of an intent to deceive is rarely shown. Hence, intent may be "inferred and established
21 from the surrounding circumstances." In re Hultquist, 101 B.R. 180 (9th Cir. BAP 1989); In re
22 Anastas, 94 F.3d 1280 (9th Cir. 1996); In re Dakota, 284 B.R. 711 (Bankr.N.D.Cal. 2002). The
23 Court should consider the debtor's conduct at the time of the representations and may consider
24 subsequent conduct to the extent that it provides an insight into the debtor's state of mind at the
25 time of the representations. In re Zack, 99 B.R. 717 (Bankr. E.D. Va. 1989); In re Basham, 106

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27 **32.** See Exhibit No. 5.

1 words, negligence in failing to discover an intentional misrepresentation is no defense.
2 However, a person cannot rely on a representation if he knows that it is false or its falsity
3 is obvious to him. In sum, although a person ordinarily has no duty to investigate the
truth of a representation, a person cannot purport to rely on preposterous representations
or close his eyes to avoid discovery of the truth.

4 Id. at 229 (internal citations and quotations omitted).

5 In considering whether the reliance is justifiable, the court must take into account
6 "the knowledge and relationship of the parties." In re Kirsh, 973 F.2d at 1458. Here, the parties
7 were close personal friends. They were in constant communication, or the Debtor requested
8 funding on an emergency basis for herself or her daughter, Amanda. The nature of the
9 relationship was such that the Debtor had no qualms about repeatedly seeking the financial
10 assistance of the Plaintiff. When the Debtor decided to move to Arizona, she turned to the
11 Plaintiff for assistance. The Plaintiff acknowledged giving the Debtor almost \$4,000 to purchase
12 a vehicle and for moving expenses. The Plaintiff testified that this was done out of friendship.
13 When the Debtor again asked the Plaintiff for assistance to prevent her daughter's home from
14 being lost to foreclosure, the Plaintiff went so far as to get an equity loan on his home in New
15 Jersey to assist the Debtor. Such was the nature of the parties' relationship.

16 As further evidence of the Plaintiff's justifiable reliance on the Debtor's false
17 representations, the Plaintiff was advised that the Debtor's daughter, Amanda, purportedly had
18 real estate experience and would be able to prepare and provide the Plaintiff with title to, or a
19 lien on, Amanda's property at some juncture. Thus, the Debtor wove a web of deceit based upon
20 a close friendship and the expertise of her daughter in the real estate area to lure the Plaintiff into
21 providing various loans to the Debtor.³³ As a close personal friend of the Debtor, the Plaintiff
22 had no reason to believe that the representations made by the Debtor were false. The convincing
23 nature of the representations made by the Debtor is also evidenced by the bank in New Jersey
24 providing funding, at Amanda's behest, to pay off the Litton loan and avoid a foreclosure of

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26 **33.** The daughter's expertise is reflected in the emails that she sent to the Plaintiff and to
27 the bank in New Jersey that paid off the Litton loan based upon the information supplied by the
daughter.

1 Amanda's residence. Since the many requests for funding from the Debtor were frequently
2 presented as genuine emergencies, the Plaintiff believed that he had to respond within a very
3 short time-frame. In essence, the nature of the Debtor's scheme or artifice to defraud the
4 Plaintiff was to create what appeared to be plausible emergencies which gave the Plaintiff little
5 time to respond. Even after the Debtor sold the Persimmon residence and purchased a
6 condominium, because of the close friendship between the parties, the Plaintiff continued to
7 believe that the Debtor would repay him through some type of lien on the Debtor's new property.
8 Based upon the foregoing, the Court concludes that the Plaintiff justifiably relied upon the
9 Debtor's false representations.

10 D. Loss and Damage which Proximately Resulted from the Representations

11 As a result of the Debtor's false representations, the Court concludes that the
12 Plaintiff suffered a loss in the amount of \$126,669.37, plus accrued interest and costs thereon.
13 On April 9, 2008, the Plaintiff obtained a default judgment against the Debtor in the principal
14 amount of \$126,669.37, plus prejudgment interest thereon at the rate of ten percent per annum,
15 for a total judgment of \$179, 629.58. Interest continues to accrue on said judgment.

16 Federal courts "must give to a state-court judgment the same preclusive effect as
17 would be given that judgment under the law of the state in which the judgment was rendered."
18 In re Nourbakhsh 67 F.3d 798, 800 (9th Cir. 1995) (citing Marrese v. Am. Academy of
19 Orthopaedic Surgeons, 470 U.S. 373, 380, 105 S.Ct. 1327, 1331-32, 84 L.Ed.2d 274 (1985) and
20 28 U.S.C. § 1738, the Full Faith and Credit statute). This is especially true if there are no new
21 issues presented. In re Comer, 723 F.2d 737 (9th Cir. 1984). In this case, the Debtor did not
22 present any new facts or issues as to the validity of the default judgment, the principal amount of
23 the obligations reflected in the judgment, the calculation of the prejudgment interest, or any other
24 fact with respect to the judgment. Thus, the amount of the state court judgment can be given
25 preclusive effect and serve as the basis of a nondischargeable judgment in this Court as to the
26 loss incurred by the Plaintiff. Therefore, the Court concludes that the debt obligation owed to
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1 the Plaintiff is in the principal amount of \$126,669.37, plus interest thereon at the rate of ten
2 percent per annum, and any costs incurred by the Plaintiff. As of April 9, 2008, the amount of
3 the judgment, including prejudgment interest and costs thereon, was \$179,629.58. However,
4 because of the Debtor's failure to pay said judgment in full, interest continues to accrue on the
5 judgment.

6 The evidence also reflects that the Plaintiff would never have provided the
7 funding to the Debtor to save her daughter's residence from foreclosure but for the false
8 representations of the Debtor and his justifiable reliance thereon. He advanced two loans for the
9 benefit of the Debtor, within a relatively short period of time, based upon his close friendship
10 with the Debtor. The Debtor represented that she would repay him by transferring title of her
11 daughter's residence to him, placing a lien on the daughter's residence so that he could be repaid
12 at the time of sale, or providing the Plaintiff with any recovery that she might receive from a
13 medical malpractice claim which she knew to be without merit. Because the Debtor's daughter,
14 who had experience in the real estate area, also confirmed that her home was about to be lost in
15 foreclosure, the Plaintiff provided two loans, on an emergency basis. The fact that the loans
16 were made ultimately for the benefit of the Debtor is reflected by the daughter's transfer of her
17 residence to the Debtor shortly after the Plaintiff provided the funding as requested. The Court
18 concludes that the Plaintiff would never have incurred the loss that he did but for the numerous
19 false representations of the Debtor who manipulated the Plaintiff repeatedly based upon their
20 close relationship. The Plaintiff has proven the final factor to have the debt deemed
21 nondischargeable.

22 23 IV. CONCLUSION

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25 Based upon the foregoing, the Court concludes that the Plaintiff has established
26 all of the elements required to have the entire debt owed to him by the Debtor deemed
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1 nondischargeable under §523(a)(2)(A). As of April 9, 2008, the Debtor owed the Plaintiff the
2 amount of \$179,629.58. However, interest has continued to accrue on said judgment, and the
3 Debtor also owes the Plaintiff the costs of prosecuting this adversary proceeding in the
4 Bankruptcy Court. The Plaintiff shall provide the Court with an appropriate judgment which
5 reflects that amount due and owing to the Plaintiff as of the date the judgment is docketed in this
6 Court. The Plaintiff shall settle said judgment in this Court on five days' notice to the Debtor.
7 The Court shall execute a separate order incorporating this decision.

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10 DATED this 8th day of June, 2009

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13 Honorable Sarah Sharer Curley
14 United States Bankruptcy Judge
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