



Department
of
Real Estate

UPDATE

JEFF DAVI, Real Estate Commissioner





DRE MISSION



To protect the public in real estate transactions and provide related services to the real estate industry.



DRE AT A GLANCE

341 Authorized Positions

Five Offices Statewide

Special Fund Department

\$41.2 Budget for FY 09/10

6 Program Divisions

Advanced Technology Base



Delivering the Vision



Leadership



Opportunities



Goals



Direction

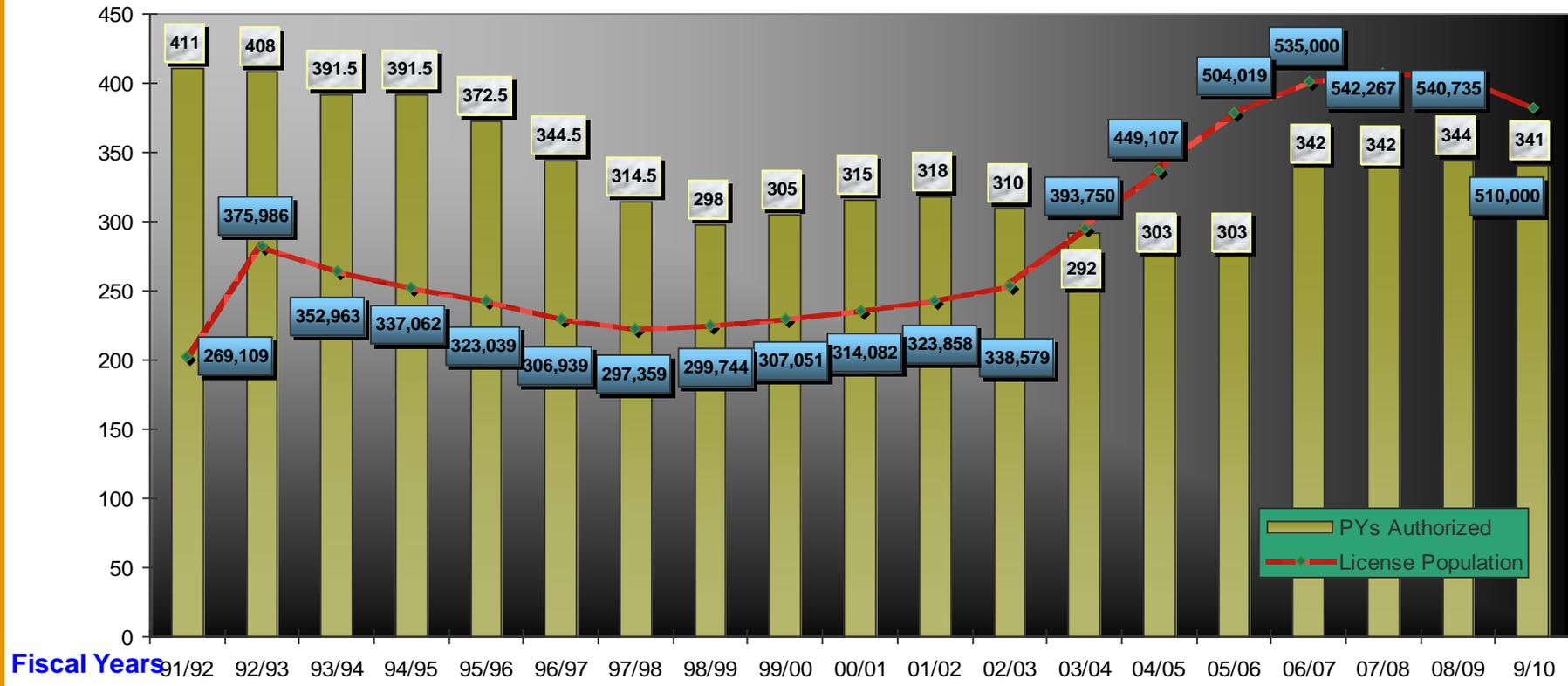




LICENSEES AND EMPLOYEES

PYs

Licensee Population as Compared to Authorized PYs



Fiscal Years

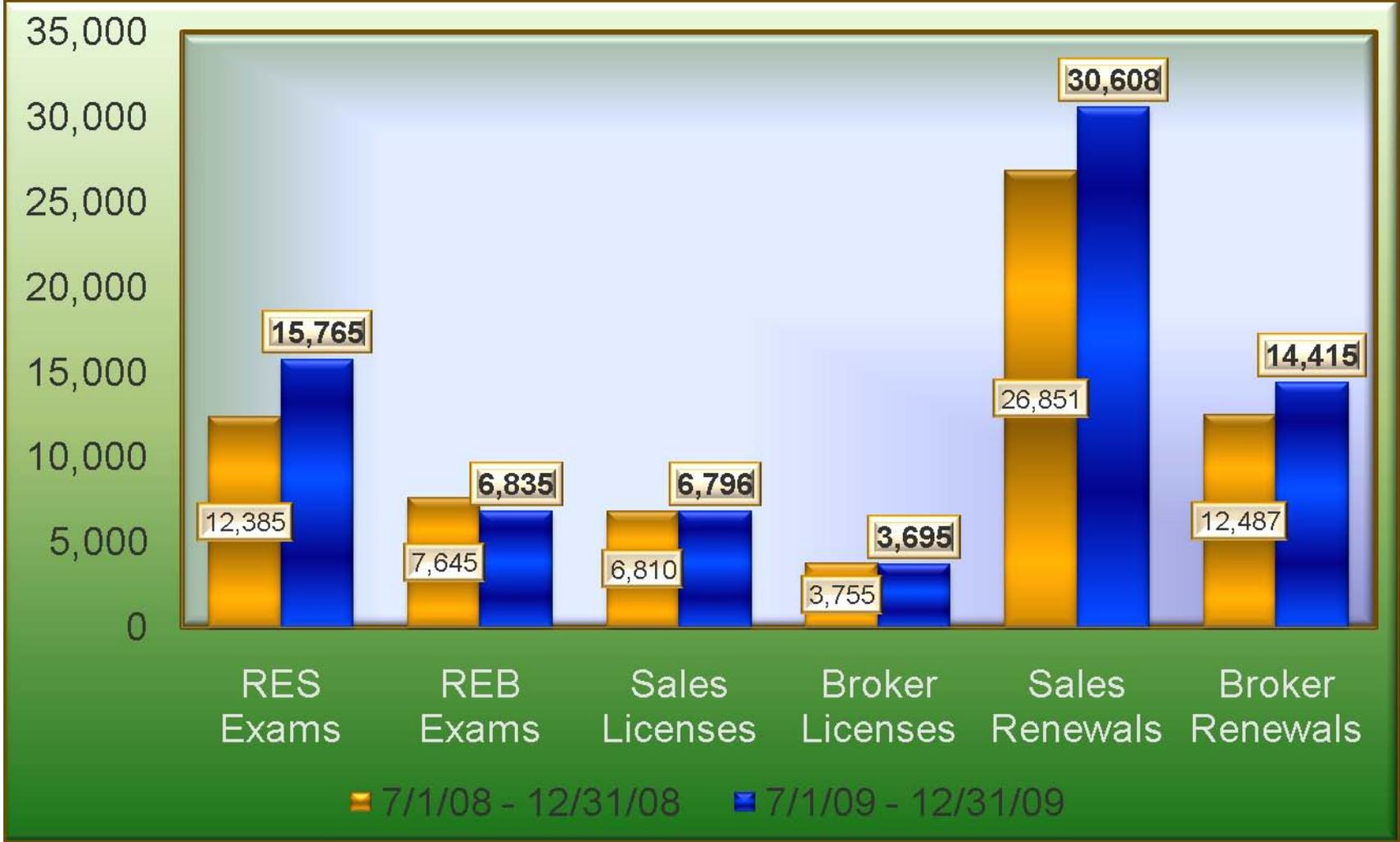


License Population





Licensing Workload





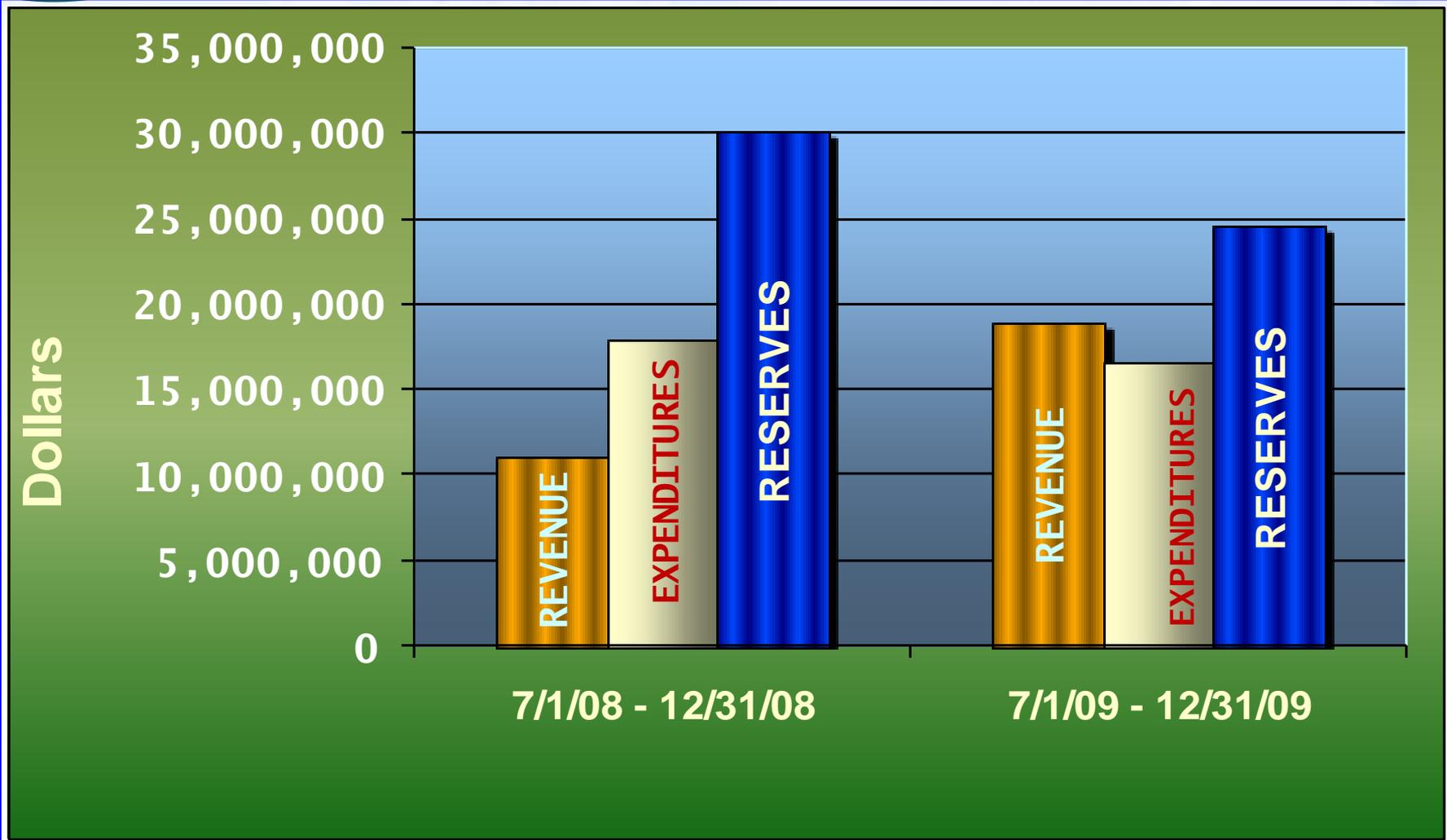
Comparative Statistics

MONTH	REVENUE	NET EXPENDITURES	RESERVES
01/31/2009	\$2,089,065	\$2,966,669	\$29,784,280
02/28/2009	\$1,656,444	\$3,339,576	\$28,133,678
03/31/2009	\$1,920,365	\$2,925,677	\$27,725,996
04/30/2009	\$2,208,676	\$3,186,305	\$28,027,894
05/31/2009	\$2,200,153	\$3,708,503	\$25,919,605
06/30/2009	\$3,366,897	\$6,063,060	\$22,178,974
07/31/2009	\$3,136,974	\$3,148,999	\$22,166,949
08/31/2009	\$2,872,150	\$2,810,125	\$22,228,973
09/30/2009	\$3,242,085	\$2,555,575	\$22,915,482
10/31/2009	\$3,501,332	\$3,282,460	\$23,134,354
11/30/2009	\$2,928,301	\$3,032,369	\$23,030,286
12/31/2009	\$3,195,828	\$1,645,861	\$24,580,252



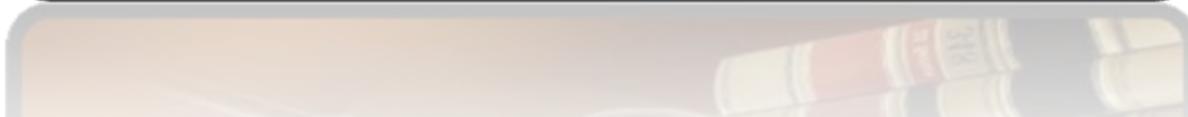
Comparative Fiscal Data

July - Dec. 08 to July - Dec. 09



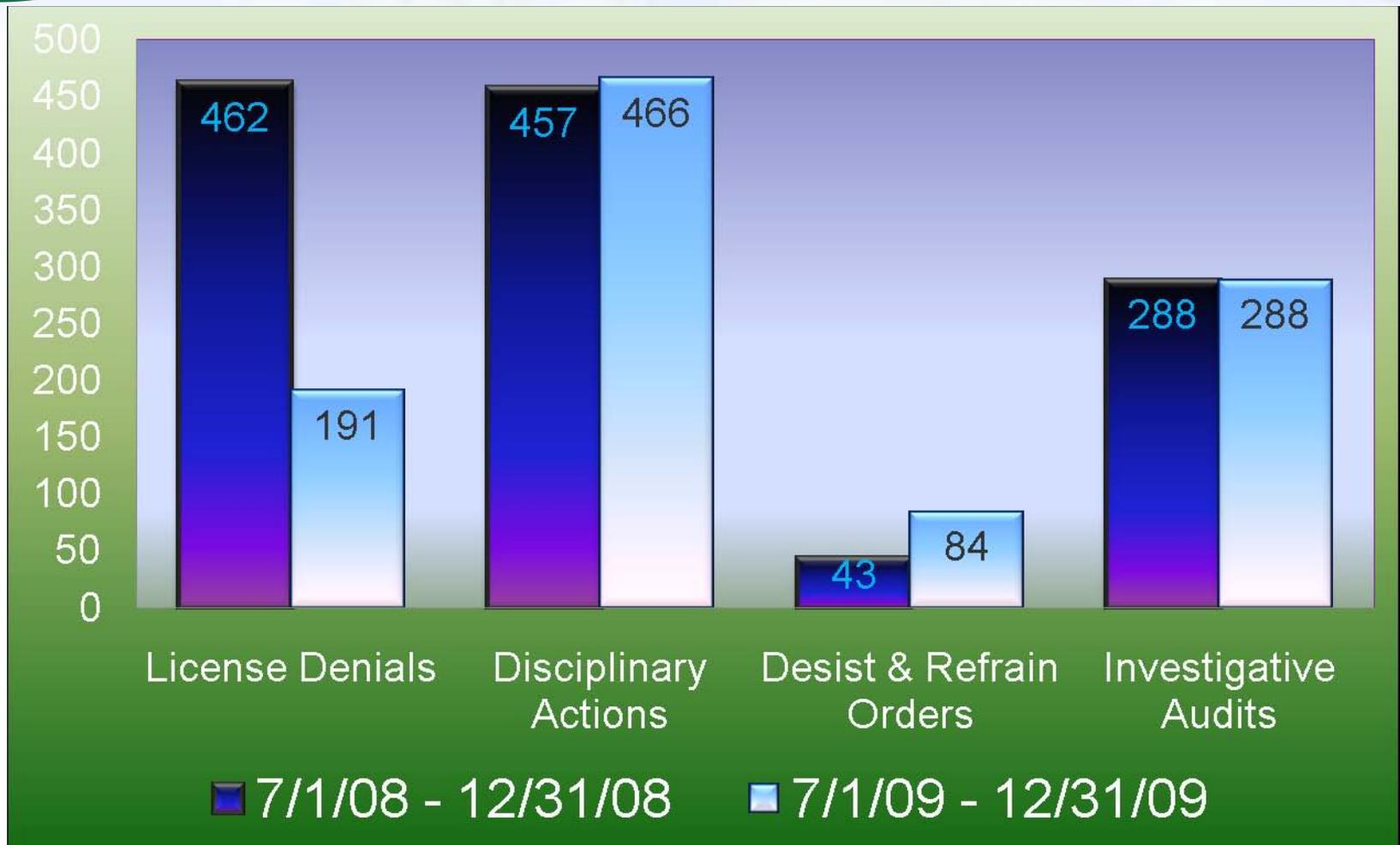


Department of Real Estate Enforcement Overview





Enforcement Statistics

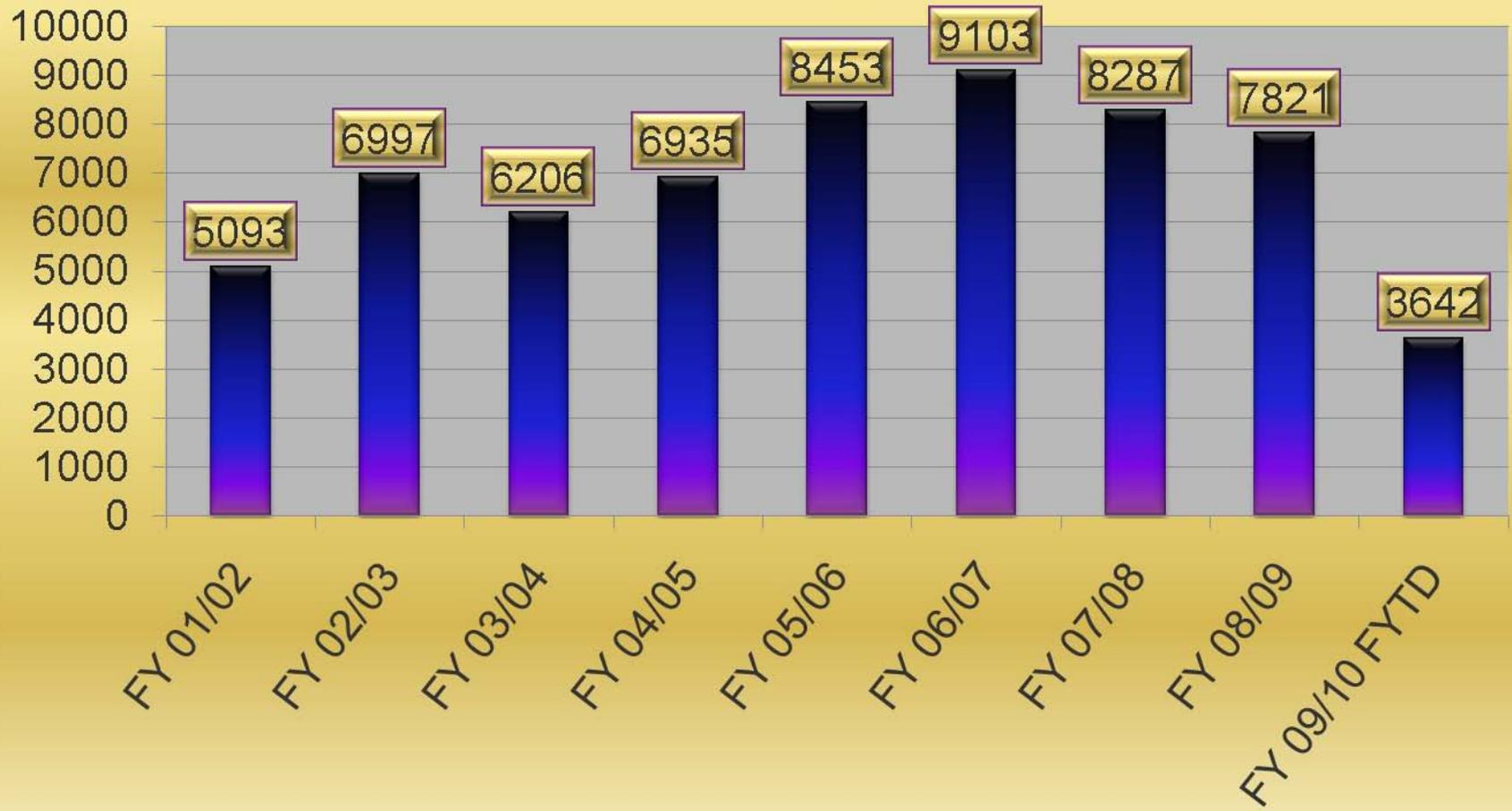




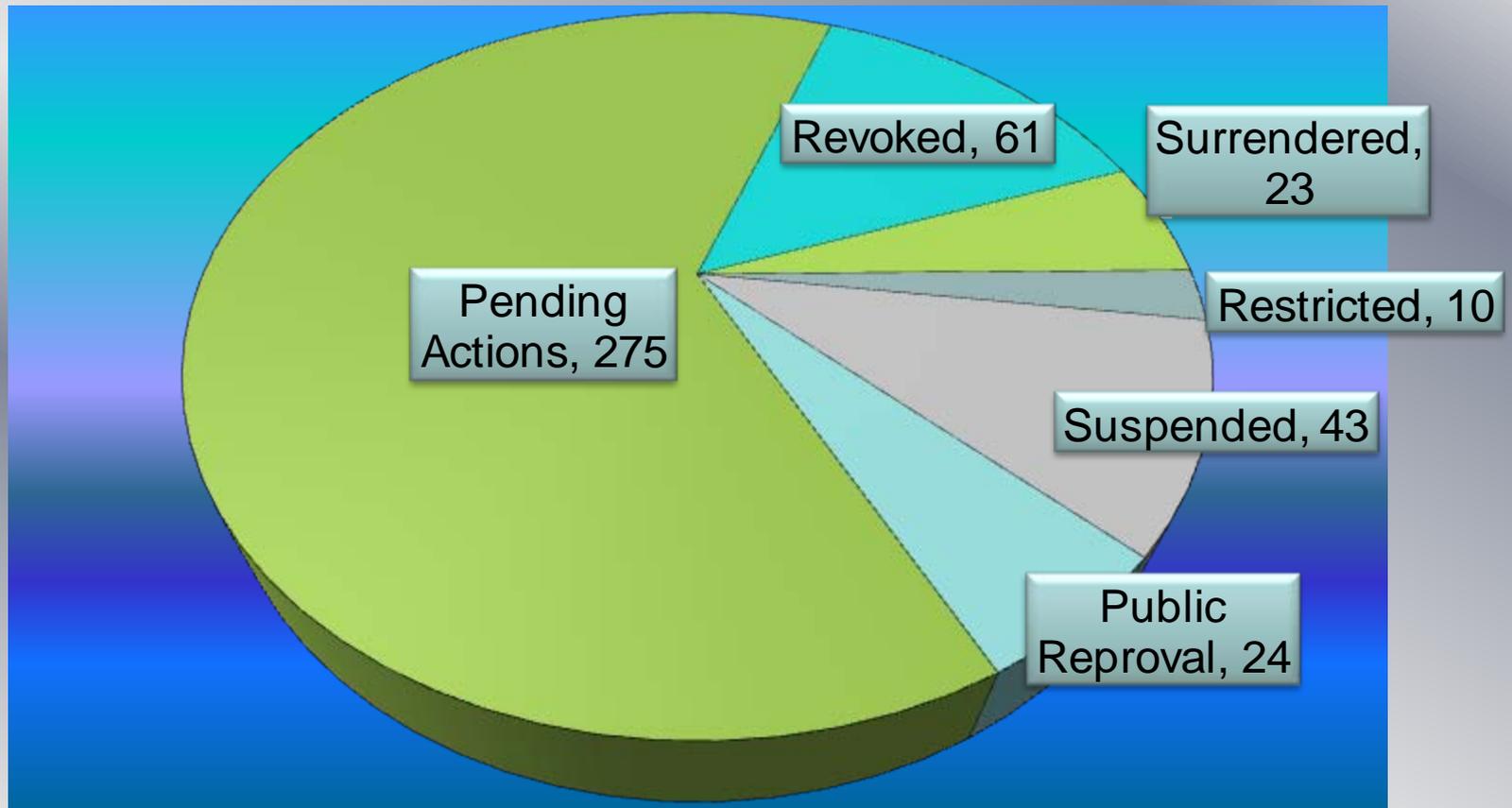
Enforcement Cases

2009/10 FYTD (July - Dec. 09)

Cases Assigned



MLB DISCIPLINARY CASES 2009/10 FYTD (July-Dec.09)





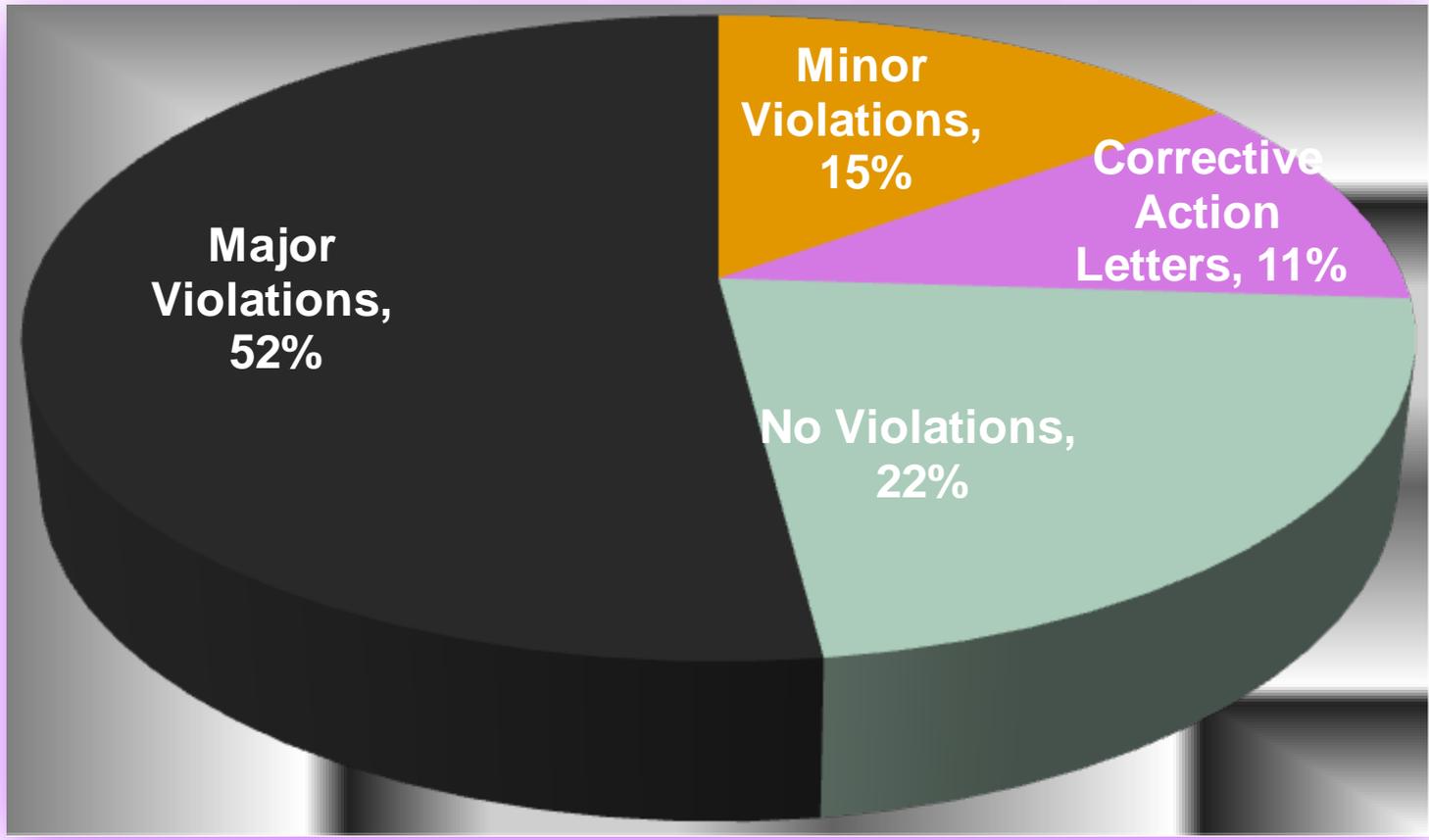
AUDITS OVERVIEW





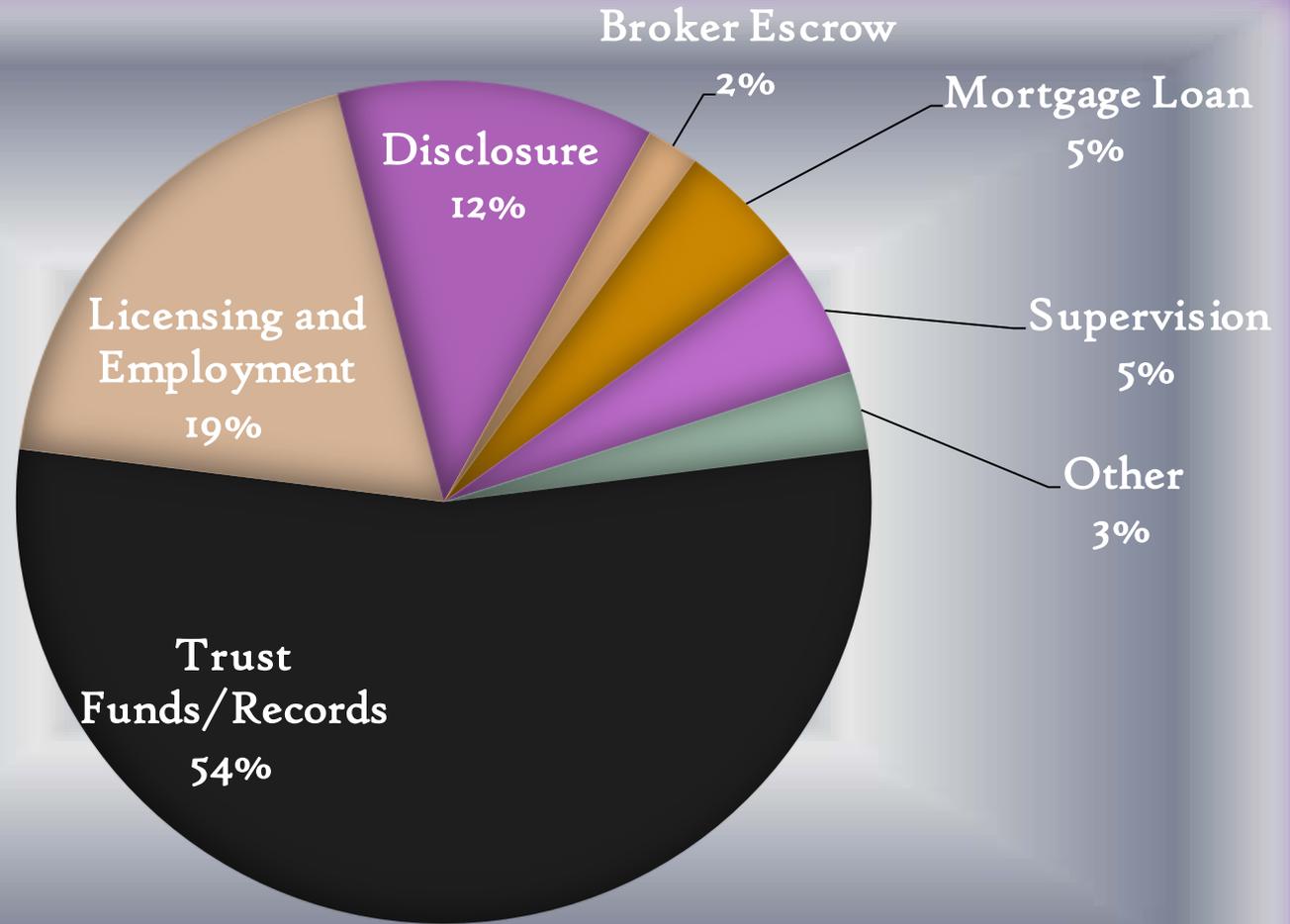
AUDIT FINDINGS

2009/10 FYTD (July-Dec. 09)



AUDIT VIOLATIONS

2009/10 FYTD (July - Dec. 09)





Subdivisions Overview

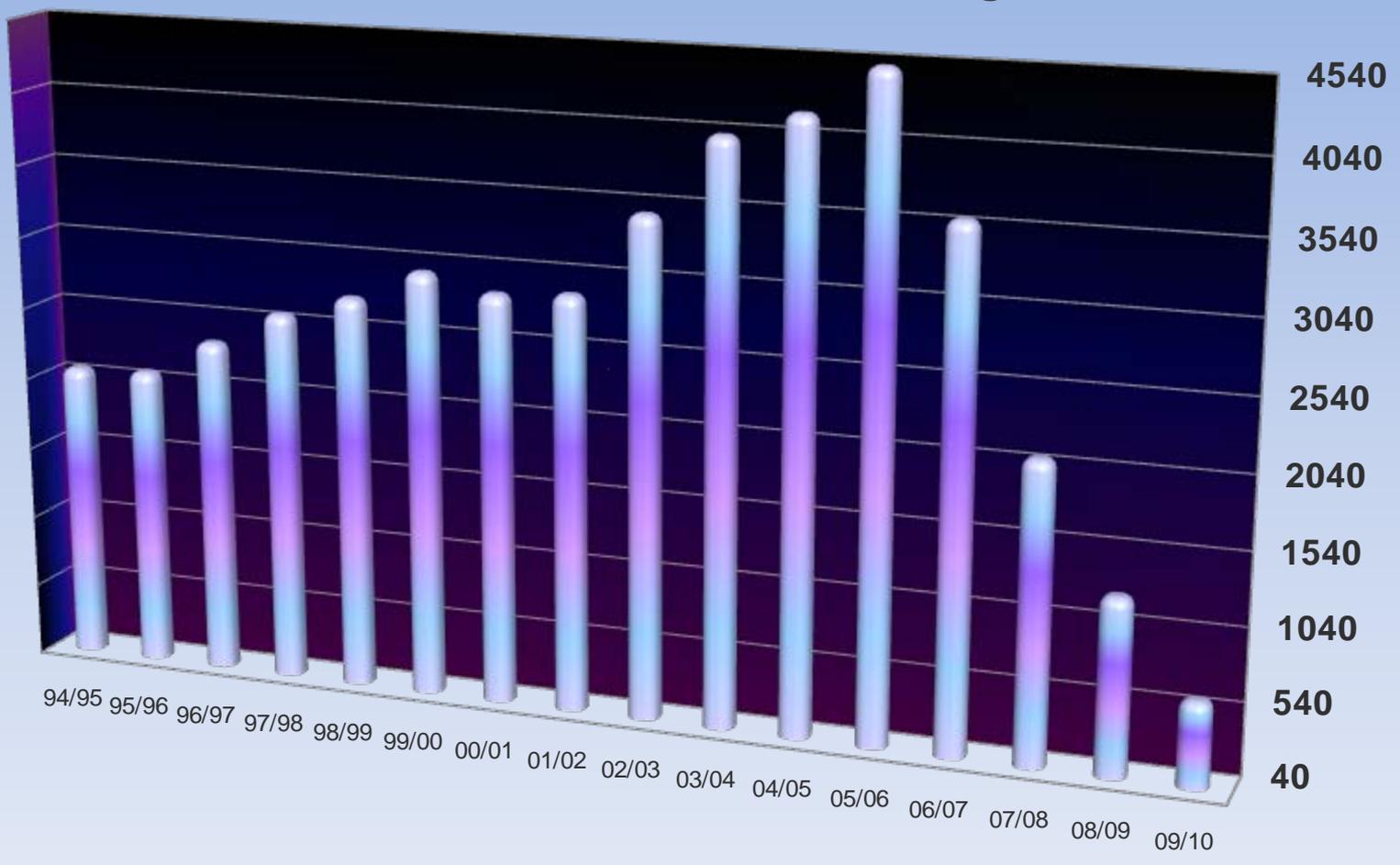




Subdivisions

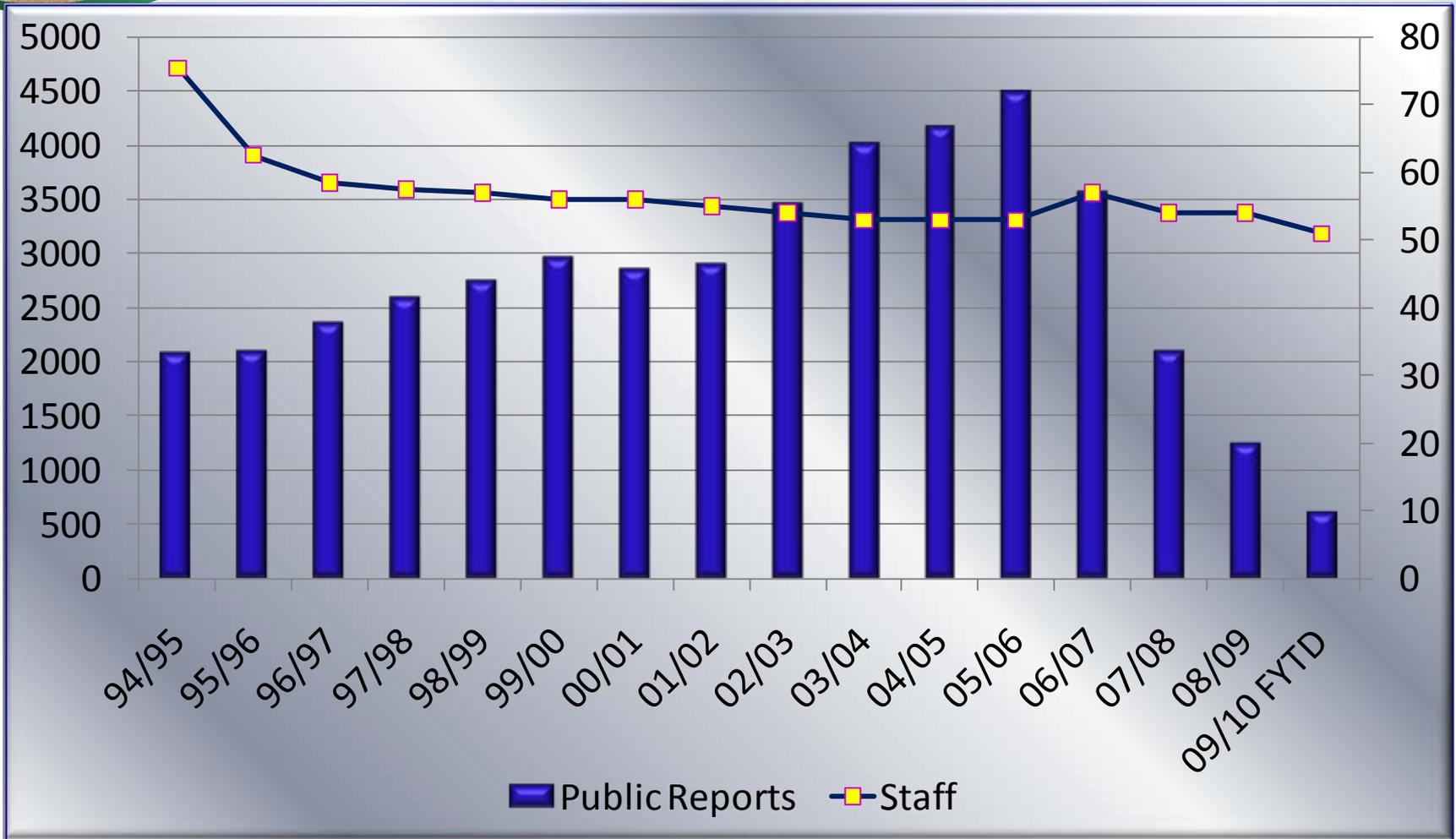


Volume of Subdivision Filings





Volume of Filings and Staff 2009/10 FYTD (July - Dec. 09)





Foreclosure Rescue Fraud

- Scams misleading homeowners to transfer of the grant deed and/or up-front fees
- Scammer profits by remortgaging the property or pocketing fees paid by the homeowner
- No help to the homeowner in trouble





Loan Modification Fraud

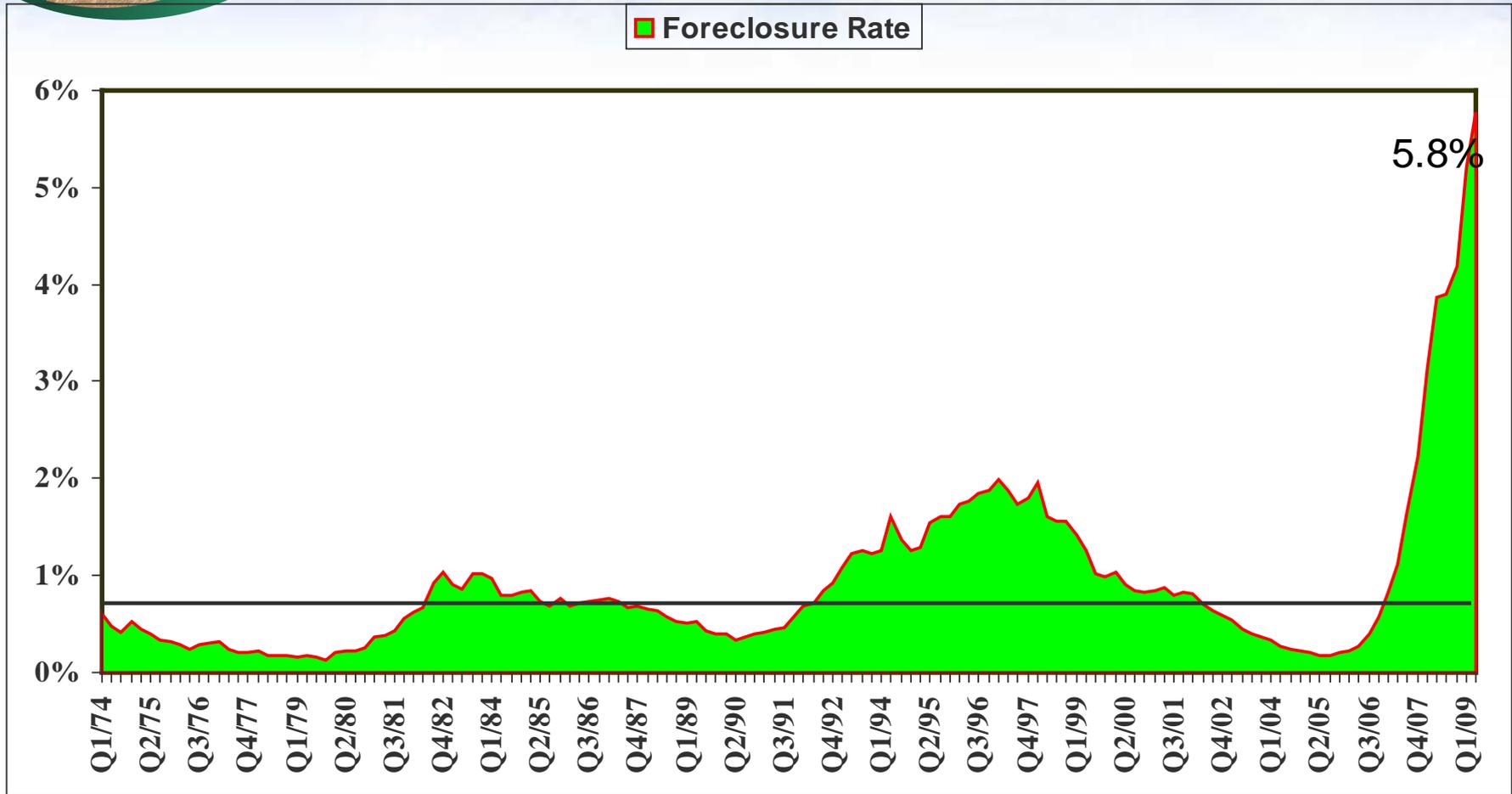


- Guarantee success due to expertise, affiliations or knowledge of government programs.
- Advertise through the radio, television, printed promotion and internet marketing to attract desperate homeowners – many of whom may have been turned down elsewhere and cannot qualify
- Perform no services – obtain no results

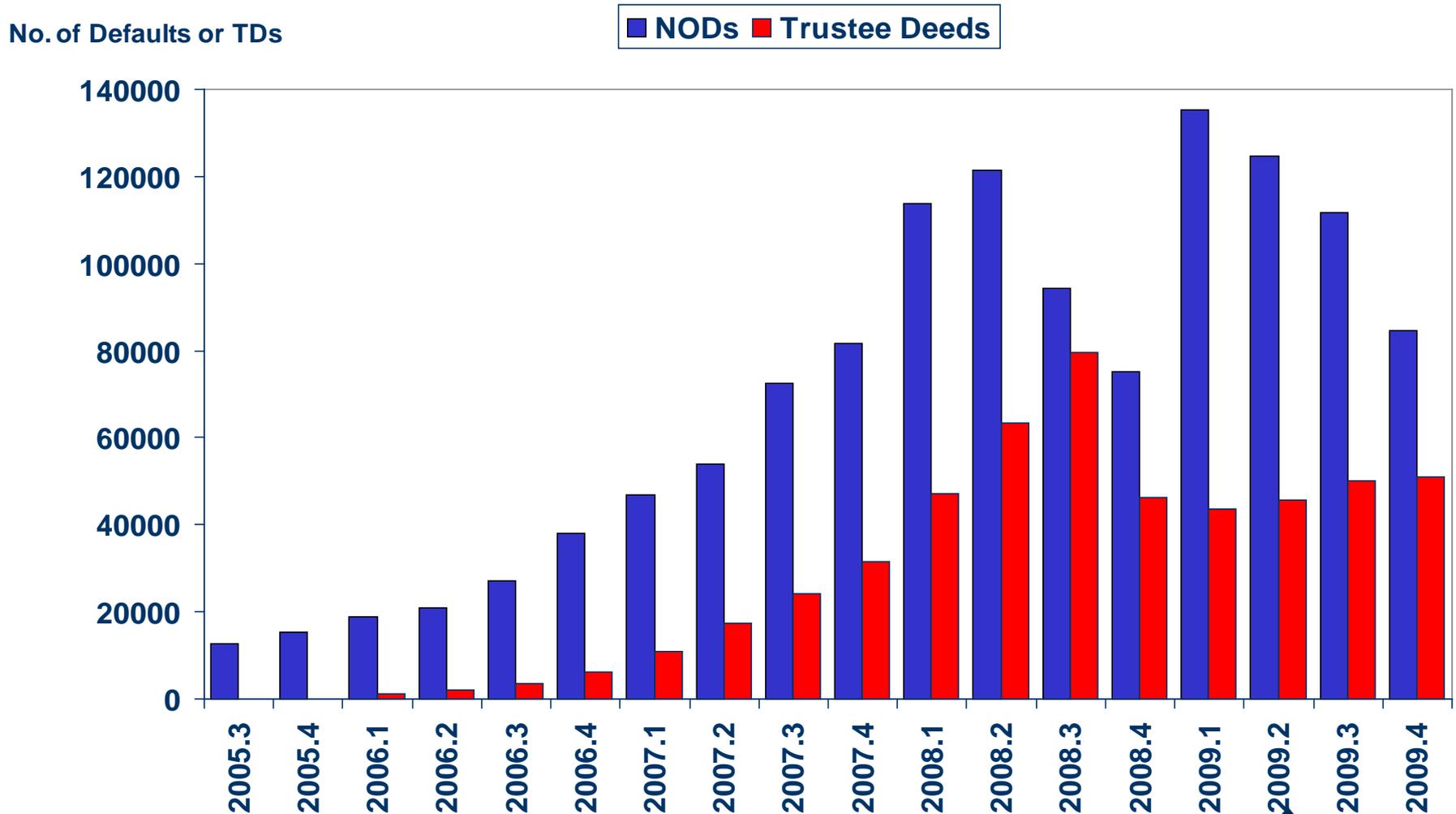


Mortgage Foreclosure Rates

California: Q2-2009

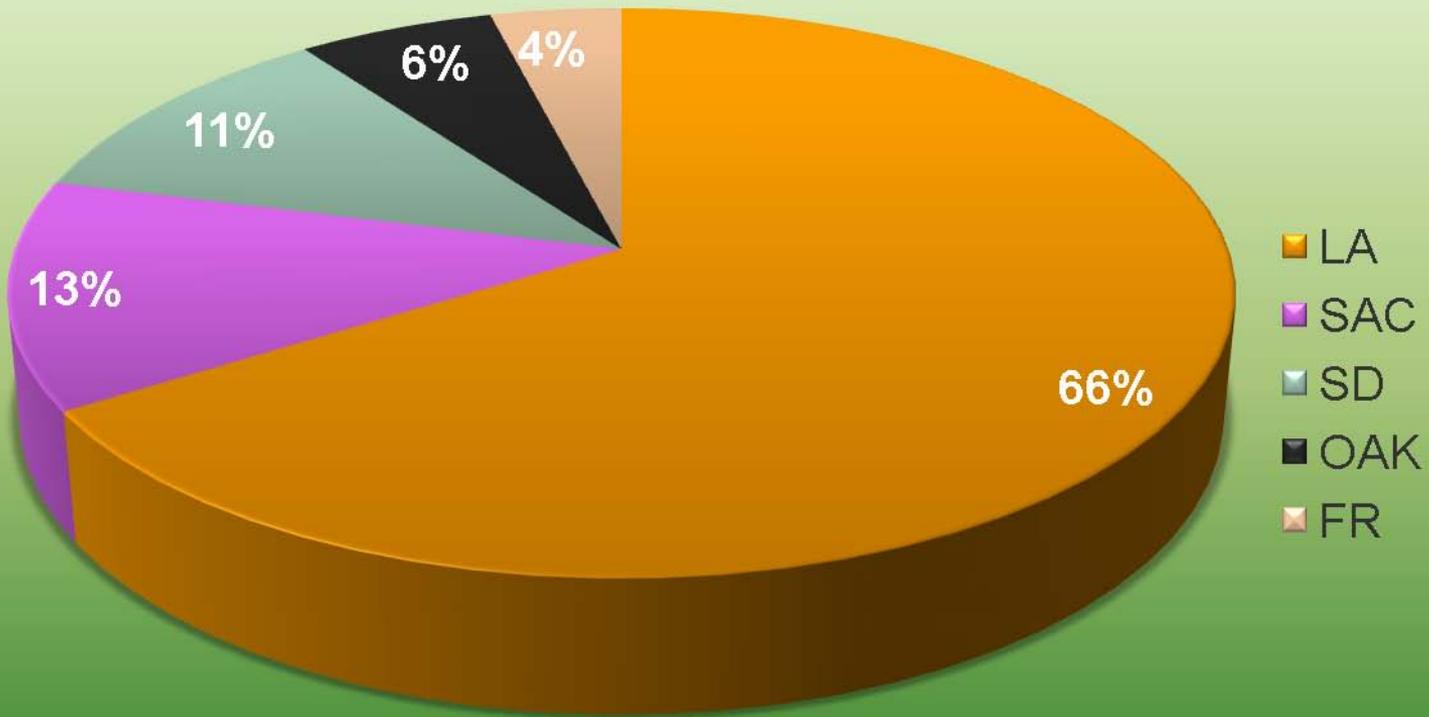


NODs & Trustees Deeds Filed in California



Source: DataQuick Information Systems

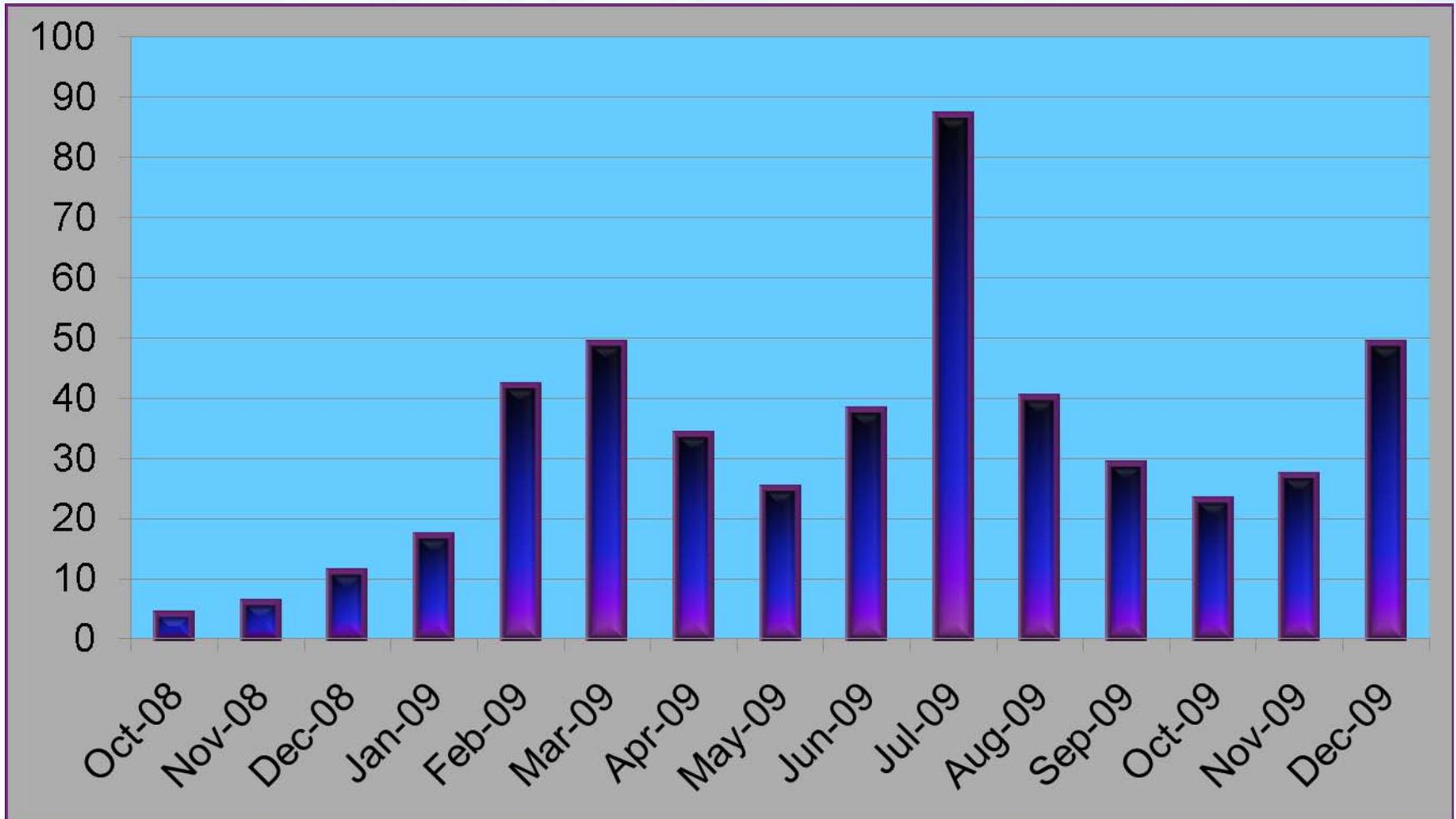
Loan Modification Complaints By DRE Office/Region





Loan Modifications

DRE Actions Filed





Remedies Underway

- ◆ Consumer Awareness and Education
- ◆ Oversee Licensed Activities
- ◆ Cooperative Enforcement Efforts
- ◆ Criminal and Civil Prosecution
- ◆ Industry and Business Support



New and Improved Web Site – www.dre.ca.gov



Highlights

-  NEWS FLASH
-  **BROKERS**
We Need Your Help!
Exam Survey
-  Scheduled
Office
Closures
-  Real Estate
License
Look-up
-  California Real Estate
Financial Services
License Status Check
-  State of California
Site Certification
Program
-  **REO**
Road to
Economic
Recovery

Quick Links

- > [What's New](#)
- > [Consumer Alerts](#)
- > [Careers at DRE](#)
- > [Complete List of Forms](#)
- > [FAQs](#)
- > [Customer Service Survey](#)
- > [Small Business & DVBE Opportunities](#)



GOVERNOR SCHWARZENEGGER
Visit his Website 

DALE E. BONNER
BTH Agency Secretary 

JEFF DAVI
Real Estate Commissioner 



Licensees



- > [Renewing Your License](#)
- > [Update Your License Information](#)
- > [Apply for a Real Estate License](#)
- > [Corporation Licenses](#)
- > [DBA/Fictitious Business Name](#)
- > [Certified License History](#)
- > [Real Estate Business Guidance](#)
- > [Licensing Publications](#)
- > [Licensing Forms](#)

Examinees



- > [How to Get a License](#)
- > ["Things You Need to Know"](#)
- > [Salespersons](#)
- > [Brokers](#)
- > [Examinee Forms](#)
- > [DRE Approved Pre-license Courses](#)
- > [Examinee Publications](#)
- > [Reference Book](#)

Consumers



- > [License Status Check](#)
- > [Consumer Protection](#)
- > [Consumer-Related Forms](#)
- > [Recovery Account Forms](#)
- > [Reference Materials](#)
- > [Contact the DRE](#)
- > [Home Mortgage Information](#)
- > [How to File a Complaint](#)
- > [FAQs - Loan Foreclosure Fraud](#)
- > [FAQs - Consumers Tips for Loan Modifications](#)

Services



START

- > [Exam Services](#)
- > [License Services](#)
- > [Tutorials](#)
- > [New Services](#)

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CONSUMER QUICK LINKS

- [Consumer Home](#)
- [Mortgage Information](#)
- [Consumer-Related Forms](#)
- [Suggestion Box](#)
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Desist and Refrain Orders

Actions Taken Against Unlicensed Real Estate Activities

View the [Unlicensed Activities listing](#) of persons or entities that have been issued a Desist and Refrain Order for conducting real estate activity without being properly licensed. Check our [on-line licensee database](#) if you are uncertain about whether a person or entity is licensed.

Actions Taken Against Subdivision Violations

View the [Subdivision Violations listing](#) of persons or entities that have been issued a Desist and Refrain Order for a violation of the Subdivided Lands Act. If a consumer is uncertain about whether the violations have been corrected, please contact the appropriate Subdivision Section, [Northern California](#) or [Southern California](#).

Actions Taken Against Unlicensed Prepaid Rental Listing Service Activities

View the [Unlicensed Prepaid Rental Listing Service Activities listing](#) of persons or entities that have been issued a Desist and Refrain Order. If further information about a Prepaid Rental Listing Service Company is required, please check with the nearest [DRE Enforcement Office](#).

Actions Taken Against a Licensed or Unlicensed Person/Entity for Loan Modification Activities

View the [list of persons and entities](#) that have been served with a Desist and Refrain Order and/or Accusation by the Department of Real Estate resulting from a loan modification and/or foreclosure rescue transaction.



Actions Taken Against a Licensed/Unlicensed Person or Entity for Loan Modification Activities

RESPONDENT	FILED DATE	H-NUMBER	LICENSE NO.
• 2nd CHANCE NEGOTIATIONS INC	3/24/2009	H-5181 SAC	NA
• A Head for Money (dba of HARRIS, MICHAEL ALLAN)	9/15/2009	H-36241 LA	00991234
• A HEAD FOR MONEY ENTERPRISES INC	9/15/2009	H-36241 LA	01817742
• ABA CAPITAL HOLDINGS INC	9/2/2009	H-36217 LA	NA
• ABOABDO, MOHAMMAD	2/25/2009	H-35730 LA	01710582
• ACM NORTH	7/15/2009	H-10725 SF	NA
• Adiem Consultants (dba of COLE)	4/16/2009	H-35880 LA	NA
• AFFORDABLE FINANCIAL CORP	6/8/2009	H-36034 LA	01524180
• AFFORDABLE HOME ASSISTANCE.COM	1/15/2009	H-35619 LA	01851346
• AGUILAR, ALEX	5/11/2009	H-35948 LA	NA
• AGUILAR, ANGIE	5/11/2009	H-35948 LA	NA
• AGUIRRE, ADRIANNA	7/8/2009	H-36097 LA	NA
• ALAN VERZANI INC	7/30/2009	H-36147 LA	NA
• ALL STATE FORECLOSURE SOLUTIONS	9/24/2009	H-36263 LA	NA
• ALLEN, ROBERT	7/14/2009	H-36107 LA	NA
• ALLEN, ROBERT	9/2/2009	H-36107 LA	NA
• ALVIDREZ, GUADALUPE	4/27/2009	H-35907 LA	01111019
• AMERICAN BUSINESS ADVANTAGE FINANCIAL SERVICES	9/2/2009	H-36217 LA	NA
• AMERICAN BUSINESS ADVANTAGE FINANCIAL SERVICES INC	4/16/2009	H-35881 LA	NA
• American Loan Help Center (dba of MDHT CORPORATION)	4/17/2009	H-35885 LA	01517122
• American Mortgage Modification (dba of QUINTERO, RONALD CLAUDE)	3/27/2009	H-35820 LA	NA
• American Mortgage Modification (dba of QUINTERO, RONALD CLAUDE)	3/18/2009	H-35789 LA	NA
• American Mortgage Modification (dba of TUBBIOLA, MICHAEL)	6/19/2009	H-36065 LA	NA
• American Mortgage Modification Inc (dba of QUINTERO, RONALD CLAUDE)	3/27/2009	H-35820 LA	NA
• American Mortgage Modification Inc (dba of TUBBIOLA, MICHAEL)	6/19/2009	H-36065 LA	NA
• American Mortgage Modification Inc. (dba of QUINTERO, RONALD CLAUDE)	3/18/2009	H-35789 LA	NA
• AMERICAN RIVER REAL ESTATE INC	4/23/2009	H-5200 SAC	01770059
• AMERICAN RIVER REAL ESTATE, INC	4/23/2009	H-5201 SAC	01770059
• AMERIGE MORTGAGE CORPORATION	8/3/2009	H-36150 LA	01477438
• ANDERSON, CELIA	3/12/2009	H-2362 FR	NA
• ANGUIANO, EDWARD	9/23/2009	H-2422 FR	NA
• ANGULO, ANTONIO	3/25/2009	H-35806 LA	NA
• Applyloanmod.com (dba of LOAN PROCESSING CENTER INC)	6/2/2009	H-36015 LA	01835742
• ARBALLO, NORMA	2/4/2009	H-35667 LA	NA
• ARMENDARIZ, MICHAEL SCOTT	7/15/2009	H-2403 FR	01224378

1 Department of Real Estate
2 320 West 4th Street, Suite 350
3 Los Angeles, California 90013-1105

4 Telephone: (213) 576-6982

FILED
JUNE 8, 2009
DEPARTMENT OF REAL ESTATE

By 

6
7
8 BEFORE THE DEPARTMENT OF REAL ESTATE

9 STATE OF CALIFORNIA

10 * * *

11 To:) NO. H-36034 LA
12)
13 AFFORDABLE FINANCIAL CORP.,)
14 MAJESTIC INVESTMENT GROUP,) ORDER TO DESIST
15 ANGEL GUTIERREZ,) AND REFRAIN
16 LEO GUTIERREZ,)
MICHAEL LUCIO,)
CORINNA NEVAREZ, and)
FERNANDA BARRAGAN.)

17 The Commissioner ("Commissioner") has caused an investigation to be made of
18 the activities of AFFORDABLE FINANCIAL CORP., MAJESTIC INVESTMENT GROUP,
19 ANGEL GUTIERREZ, LEO GUTIERREZ, MICHAEL LUCIO, CORINNA NEVAREZ, and
20 FERNANDA BARRAGAN. Based on that investigation, the Commissioner has determined
21 that AFFORDABLE FINANCIAL CORP., MAJESTIC INVESTMENT GROUP, ANGEL
22 GUTIERREZ, LEO GUTIERREZ, MICHAEL LUCIO, CORINNA NEVAREZ, and
23



IN CONCLUSION....

Licensee population continues to decline.

Enforcement cases and actions are rising.

The Department relies on its licensees and the public to report those who are operating illegally, so please turn them in.

The Department continues its outreach efforts and is always looking for ways to protect the public.



WE THINK....

Our ducks are in a row

