Message from Commissioner Davi

As the Summer concludes and we are officially facing the Fall of 2005, it is very apparent to me that this strong real estate market cannot last forever.

So many of you in the industry have the benefit of years of experience not only with transactions, but with the volatility of the real estate market. This acquired wisdom has taught you that the real estate market has its peaks and valleys.

For the newer licensees, that knowledge may not be as prevalent. The fact is that since the last downturn, let’s say in the early to mid-1990’s, the number of licensed agents in the State has increased by approximately 200,000. This is a significant number. Yes, these newer licensees, many of whom are now considered seasoned agents with over a decade of experience under their belts, still have never seen a significant downturn in the real estate market.

As I travel the State and speak to licensees involved in so many different facets of the industry, I am constantly looking for signs reflecting the status of the market. I learn about inventories, market time for listings, housing prices, housing starts, housing sales, foreclosures and so many more factors that help shape the marketplace.

New real estate examination and license application process

Effective July 1, 2005, under the provisions of AB 2007, individuals may apply and pay for their real estate examination and license at the same time by submitting one application and fee. This procedure will eliminate the need to file a separate application and fee for each step in the examination/licensing process and will likely reduce the overall time needed to obtain a new license. Following are the details of this new procedure:

- A Salesperson Exam/License Application (RE 435) or Broker Exam/License Application (RE 436) may be obtained from the DRE Web site at www.dre.ca.gov or requested from any DRE office. Applicants must complete the appropriate form and submit the required combined license and examination fees, which are listed on the form. Once submitted, the fee may not be refunded or transferred to another application. The applicant must submit all of the necessary qualifying material with the application and must successfully pass the examination within two years of the date the application is filed. If those steps are not completed within the two-year time limit, the application and fees will lapse.
- Salesperson applicants will continue to have the option of scheduling and taking their examination while enrolled in a Real Estate Principles course, or may submit evidence of completion of Real Estate Principles with their combined application. The requirement that the course be offered by a regionally accredited college or university or through a DRE approved sponsor does not change. Examination applicants who apply for their examination while enrolled in a Real Estate Principles course will be required to submit copies of their transcripts or completion certificate in order to have their license issued.
- Broker examination applicants must submit all education and experience requirements with their application.
- All first time applicants must submit a completed State Public Benefits Statement (RE 205) and proof of legal presence, such as a copy of a birth certificate or passport, with their application or any time thereafter; however, the documents must be received before a real estate license can be issued. This requirement does not apply to broker applicants who currently hold a salesperson license.
- First time applicants must be fingerprinted using a Live Scan service provider. This requirement does not apply to broker applicants who currently hold a salesperson license. Applicants may still get their fingerprints taken at the time they submit their exam/license application or any time thereafter, however, results from the fingerprint process must still be received before a real estate license can be issued.
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Official Publication of the
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Vol. 65, No. 3  Fall 2005

STATE OF CALIFORNIA
Arnold Schwarzenegger, Governor
BUSINESS, TRANSPORTATION AND HOUSING AGENCY
Sune Wright McPeak, Secretary
DEPARTMENT OF REAL ESTATE
Jeff Davi, Commissioner

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(For the deaf and hearing impaired)
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Commissioner’s message
Continued from page 1

What I have found in speaking with so many of the licensees and some California real estate economists, is that a downturn in the market is inevitable and predictable; however, given the current state of the market, the timing and magnitude of the downturn is the “million dollar” question.

With all of the interest throughout the State in becoming licensed, and considering the supply as compared to the demand of housing, it does not appear that we are facing a statewide “bubble” in the real estate market. Sure, there may be pockets or areas around the State with some very aggressive price appreciation, but all in all, when you look at California as a whole, due to the high demand for housing at all levels and the limited supply, coupled with an annual shortage of newly constructed units, I do not envision a major correction on the horizon. However, as we all know, no one can foresee the market’s future timing and status with certainty.

I would encourage all of you to be aware of the market’s history and to understand that conventional wisdom tells us that this very strong market will not last forever. At some time, things may slow down and the market will level off. Look to those agents with more experience around you or within your companies to see how they worked through the last downturn. Some valuable lessons may be learned from those conversations.

In the meantime, remember that the Department of Real Estate is here not only as a regulator of your industry and a protector of the public in real estate transactions, but also as a resource. Our Web site has many features that can assist you in verifying the license status of another agent you may be working with, or to provide materials to your clients about real estate transactions, and the lending environment. In this industry, so much of your success depends on you and what you do, so be sure you are keeping a watchful eye on the market and all its trends so you are prepared to react and stay successful.

Examination & license application process
Continued from page 1

issued. In most instances, having fingerprints taken prior to taking the examination should help lessen the time required to issue an original license. Live Scan Service Request forms (RE 237) may be obtained on the DRE Web site. Fingerprint processing fees are not refundable under any circumstances, including failure to qualify by examination for a license.

Examination candidates who currently have a valid examination application on file can submit the appropriate combined form and the license fee to initiate the review of their license application.

Should excessive time elapse between the time the exam/license application is filed and the date the examinee passes the test, the Department will require a written update of pertinent information before the license can be issued.
Federal law requires proper disposal of consumer report information

Periodically, the Department receives calls from the public and landlords that they have seen or found files and records from real estate licensees that have been placed in garbage cans, left in shopping carts or abandoned in vacant offices. This usually occurs when a licensee suddenly leaves the business or just carelessly disposes of outdated files. The information in these files is a potential treasure-trove for an identity thief. Names, addresses, social security numbers, copies of social security cards and driver licenses, bank account numbers and statements, and all of the other personal and financial data that may be contained in loan applications, rental or lease applications, and other real estate transaction files could spell disaster if it ends up in the wrong hands.

Effective June 1, 2005, a provision of the federal Fair and Accurate Credit Transactions Act (FACTA), which was enacted in 2003, requires the “proper disposal” of consumer reports and the information that can be derived from consumer reports. As it relates to the real estate and lending industries, those that must comply with the “Disposal Rule” include lenders, mortgage brokers, property managers, and any other individuals and businesses who obtain a credit report on prospective buyers, borrowers, tenants, etc. The rule is enforced by the Federal Trade Commission (FTC).

As described by the FTC consumer information, FACTA defines the term “consumer report” to include information obtained from a consumer reporting company that is, or is expected to be, used in establishing a consumer’s eligibility for credit, employment, or insurance among other purposes. Credit reports and credit scores are consumer reports, as are reports that businesses or individuals receive with information regarding employment, background, check writing histories, insurance claims, residential or tenant history or medical history.

The “Disposal Rule” requires disposal practices that are reasonable and appropriate to prevent the unauthorized access to, or use of, information in a consumer report. The FTC provides the following examples of reasonable disposal methods:

- Burn, pulverize, or shred papers containing consumer report information so that the information cannot be read or reconstructed;
- Destroy or erase electronic files or media containing consumer report information so that the information cannot be read or reconstructed;
- Conduct due diligence and hire a document destruction contractor to dispose of material specifically identified as consumer report information consistent with the Rule. Due diligence could include:
  - Reviewing an audit of a disposal company’s operations and/or its compliance with the Rule;
  - Obtaining information about the disposal company from several references;
  - Requiring that the disposal company be certified by a recognized trade association;
  - Reviewing and evaluating the disposal company’s information security policies or procedures.

The Fair and Accurate Credit Transactions Act (FACTA) was enacted in 2003 to amend the Fair Credit Reporting Act and provide consumer protections. Probably the most well known feature of FACTA is the right of consumers to obtain free annual credit reports from each of the three credit repositories. Violations of FACTA carry penalties of actual damages plus statutory damages up to $1,000.00 per customer for willful violations with no cap on class-action damages; punitive damages; attorneys’ fees; and civil penalties.

Business and Professions Code Section 10148 requires brokers to retain their trust account and transaction records for three years. Once the retention period has expired, the records must be disposed of in the manner prescribed by FACTA.


Depositing escrow trust funds

Are you a licensed real estate broker conducting escrows under the exemption from the Escrow Law [Financial Code Section 17006(a)(4)] through your own in-house escrow division? If so, those escrows must have related purchase or sale, exchange, or loan transactions for which you as the broker (or your agents) performed acts for which a real estate license was required. In other words, in order to perform escrow services under the escrow license exemption, the broker providing the services must be a party to the transaction.

Business and Professions Code Section 10145, which governs the handling of trust funds, requires in subsection (a)(1) that all trust funds not immediately placed into a neutral escrow depository or into the hands of the broker’s principal shall be deposited into a trust fund account maintained by the broker in a bank or recognized depository in this state.

Continued on page 12
Guidelines For Unlicensed Assistants

Preamble

The designated officer of a corporation is explicitly responsible for the supervision and control of the activities conducted on behalf of a corporate broker by its officers and employees as necessary to secure full compliance with the Real Estate Law, including but not limited to the supervision of salespersons licensed to the corporation in the performance of acts for which a real estate license is required. Individuals engaging in business as a real estate broker are also similarly charged with the responsibility to supervise and control all activities performed by their employees and agents in their name during the course of a transaction for which a real estate license is required, whether or not the activities performed require a real estate license.

To assist brokers and designated broker/officers to properly carry out their duty to supervise and control activities conducted on their behalf during the course of a licensed transaction, it is important for the broker to know and identify those activities which do and do not require a real estate license. This knowledge assists the broker to use licensed persons when required, and to extend and provide the necessary quantum of supervision and control over licensed and nonlicensed activities as required by law and good business practices.

Identifying licensed activities has become difficult for many brokers as brokerage practices have changed and evolved in response to new laws, the need for new efficiencies in response to consumer demands, and new technology. The following is a guideline, and nothing more, of defined activities which generally do not come within the term “real estate broker,” when performed with the broker’s knowledge and consent. Broker knowledge and consent is a prerequisite to the performance of these unlicensed activities, since without these elements there can be no reasonable assurance that the activities performed will be limited as set forth below.

Cold calling

Making telephone calls to canvass for interest in using the services of a real estate broker. Should the person answering the call indicate an interest in using the services of a broker, or if there is an interest in ascertaining the kind of services a broker can provide, the person answering shall be referred to a licensee, or an appointment may be scheduled to enable him or her to meet with a broker or an associate licensee‡ (licensee‡). At no time may the caller attempt to induce the person being called to use a broker’s services. The canvassing may only be used to develop general information about the interest of the person answering and may not be used, designed or structured for solicitation purposes with respect to a specific property, transaction or product. (The term “solicitation” as used herein should be given its broadest interpretation.)

Open house

With the principal’s consent, assisting licensees at an open house intended for the public by placing signs, greeting the public, providing factual information from or handing out preprinted materials prepared by or reviewed and approved for use by the licensee, or arranging appointments with the licensee. During the holding of an open house, only a licensee may engage in the following: show or exhibit the property, discuss terms and conditions of a possible sale, discuss other features of the property, such as its location, neighborhood or schools, or engage in any other conduct which is used, designed or structured for solicitation purposes with respect to the property.

Comparative market analysis

Making, conducting or preparing a comparative market analysis subject to the approval of and for use by the licensee.

Communicating with the public

Providing factual information to others from writings prepared by the licensee. A non-licensee may not communicate with the public in a manner which is used, designed or structured for solicitation purposes with respect to a specific property, transaction or product.

Arranging appointments

Making or scheduling appointments for licensees to meet with a principal or party to the transaction. As directed by the licensee to whom the broker has delegated such authority, arranging for and ordering reports and services from a third party in connection with the transaction, or for the provision of services in connection with the transaction, such as a pest control inspection and report, a roof inspection and report, a title inspection and/or a preliminary report, an appraisal and report, a credit check and report, or repair or other work to be performed to the property as a part of the sale.

Access to property

With the principal’s consent, being present to let into the property a person who is either to inspect a portion or all of the property for the purpose of preparing a report or issuing a clearance, or who is to perform repair work or other work to the property in connection with the transaction. Information about the real property which is needed by the person making the inspection for the purpose
Disciplinary Action: March, April, May 2005

A list of actions is not published in this Bulletin until the 30-day period allowed for court appeal has expired, or if an appeal is filed and the disciplinary action is stayed, until the stay is dissolved. Names of persons to whom licenses are denied on application are not published.

Licensees are listed alphabetically by the District Office region of responsibility.

The license type is listed in parentheses after the licensee’s name. [REB – Real estate broker; RREB – Restricted real estate broker; RES – Real estate salesperson; RRES – Restricted real estate salesperson; PRLS – Prepaid rental listing]

Commissioner’s Regulations

2715 Licensee’s failure to maintain current business or mailing address with DRE
2725 Failure of broker to exercise reasonable supervision over the activities of his or her salespersons
2726 Failure to have broker-salesperson agreements
2731 Unauthorized use of fictitious business name
2742(a) Failure to file Certificate of Status with corporate license application
2742(c) Failure of corporation to be in good standing
2752 Broker’s failure to notify DRE of salesperson employment
2753 Broker’s failure to retain salesperson’s license at main office or return the license at termination of employment
2831 Failure to keep proper trust fund records
2831.1 Inadequate separate trust fund beneficiary records
2831.2 Failure to reconcile trust account
2831(a)(6) Failure to list identity of other depository and the date funds were forwarded with respect to trust funds not deposited in a trust account
2832 Failure to comply with trust fund handling provisions
2832.1 Failure to obtain permission to reduce trust fund balance in a multiple beneficiary account
2832(e) Failure of broker acting as escrow holder to deposit trust funds in trust account by next business day following receipt
2834 Trust account withdrawals by unauthorized or unbonded person
2835 Retention of broker funds in trust account
2835(b) Failure to disburse broker’s portion of trust funds within 25 days of receipt
2840 Failure to give approved borrower disclosure
2950 Failure of broker-controlled escrow requirements
2950(d) Failure of broker handling escrows to maintain records and accounts
2950(f) Failure to deposit escrow trust funds
2950(g) Broker-handled escrow disbursement without instructions
2950(h) Failure by broker handling escrow to deposit trust funds in trust account
2951 Improper record keeping for broker handled escrows

Business and Professions Code

490 Substantially related criminal conviction
480(a) Denial of real estate license on grounds of conviction of crime, dishonest or fraudulent act, or act which would warrant suspension or revocation of license
498 License obtained by fraud or misrepresentation
499 False statement in support of another person’s license application
10130 Acting without license
10137 Unlawful employment or payment of compensation
10140 False advertisement
10145 Trust fund handling
10145(a) Trust fund handling
10145(g) Failure to maintain a separate record of receipt & disposition of all trust funds

Below are brief summaries of various regulations and code sections. The full text of the sections is available on the DRE Web site www.dre.ca.gov under Real Estate Law and/or Regulations.

Disciplinary actions that are “stayed” means there is “a delay in carrying out” all or part of the recommended discipline.

10159.2 Failure by designated officer to supervise licensed acts of corporation
10159.5 Failure to obtain license with fictitious business name
10160 Failure to maintain salesperson licenses in possession of broker
10161.8 Failure of broker to notify Commissioner of salesperson employment
10163 Failure to obtain a branch office license
10176.5 Willful or repeated transfer disclosure statement violations
10176(a) Making any substantial misrepresentation
10176(g) Secret profit or undisclosed compensation
10176(i) Fraud or dishonest dealing in licensed capacity
10177(a) Procuring a real estate license by misrepresentation or material false statement
10177(b) Conviction of crime
10177(d) Violation of real estate law or regulations
10177(f) Conduct that would have warranted denial of a license
10177(g) Negligence or incompetence in performing licensed acts
10177(h) Failure to supervise salespersons or licensed acts of corporation
10177(i) Fraud or dishonest dealing as principal
10177(k) Violation of restricted license condition
10232.25 Failure to file trust fund status reports
10233 Failure of MLB to have written loan servicing contract
10236.4 Failure to include license number or DRE license information telephone number in documents
10240 Failure to give mortgage loan disclosure statement
10240(c) Failure to give good faith estimate and other mortgage loan disclosures

REVOKE LICENSES

Fresno Region

Kennedy, Joanne Marie (RES) P.O. Box 993, Springville
Effective: 9/20/04
Violation: 490, 10177(b)

Martin, Diana D. (RES) 2821 Pamplona Way, Modesto
Effective: 9/23/04
Violation: 10177(a)(i), 10177(j)

Los Angeles Region

Alvarez, Leopoldo (RES) 8320 E. Florence Ave., Downey
Effective: 11/2/04
Violation: 490, 10177(b)

Anderson, Ruffino Marchette (RES) 5939 W. Pico Blvd., Los Angeles
Effective: 11/9/04
Violation: 490, 10177(b)

Barber, Dawn Carol (RES) 1249 S. Petit Ave., #501, Ventura
Effective: 10/25/04
Violation: 490, 10177(b)

Blaze-Tkladze, Alexander (RES) 2884 Woodwardia Dr., Los Angeles
Effective: 9/1/04
Violation: 490, 10177(b)

Casarrubias, Jose D. (RES) 11917 Paramount Blvd., #B, Downey
Effective: 10/4/04
Violation: 490, 10177(b)

Edwards, William James (REB) 1440 La Tijera Blvd., Inglewood
Effective: 10/4/04
Violation: 490, 10177(b)

Fong, Dennis King (RES) 1225 Esteban Torres Dr., South El Monte
Effective: 10/25/04
Violation: 490, 10177(b)
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The fastest, easiest way to manage your real estate license!

Brokers:
- Add/change main office address
- Certify salesperson employment
- Discontinue salesperson employment
- Renew license
- Request duplicate license
- Change mailing address

Salespersons:
- Add/change employing broker
- Change mailing address
- Renew license

Examination Services:
- Apply for salesperson exam
- Reschedule exam date
- Apply to re-take an exam
- Change exam mailing address
- View exam records
- Check scheduled exam date, time and location
- Request duplicate schedule notice
- View exam results
- Request duplicate results notice
- See if license has been issued

PLEASE NOTE: Unless you are a first-time salesperson examination applicant, you must have an existing examination record or license on file with the DRE to use eLicensing.

Lloyd, Jeffrey Brandon (REB, REO)
8430 Santa Monica Blvd., Ste. 105, Los Angeles
Effective: 4/18/05
Violation: 490, 10177(b)
Right to RRES license on terms and conditions

Lookinbee, Larry Dee (REB)
120 East 51st St., San Bernardino
Effective: 5/10/05
Violation: 490
Right to RREEB license on terms and conditions

Lam, Thanh Kevin (RES)
1034 Ridgecrest St., Monterey Park
Effective: 4/18/04
Violation: 490, 10177(b)
Right to RRES license on terms and conditions

Memet, Colleen (RES)
1232 Alamo Pintado Rd., Solvang
Effective: 4/11/05
Violation: 490, 10177(b)
Right to RRES license on terms and conditions

Olea, Jose Jesus (RES)
6506 Mayflower Ave., Bell
Effective: 5/12/05
Violation: 490, 10177(b)
Right to RRES license on terms and conditions

Paniagua, Richard Edwin (RES)
12162 Haga St., Garden Grove
Effective: 3/8/05
Violation: 490, 10177(b)
Right to RRES license on terms and conditions

Petruan, Victor Alexandru (REB, REO)
14620 Lakewood Blvd., Bellflower
Effective: 4/7/05
Violation: 2832.1, 2834, 2835(b), 2950(d)(g)(h), 2951, 10145, 10177(d)(g)
Right to RREB license on terms and conditions

Ramirez, Juan Adalberto (REB, REO)
1050 Lakes Dr., Ste. 150, West Covina
Effective: 3/10/05
Violation: 10159.2, 10177(d)(g)(h)
Right to RRES license on terms and conditions

Rodriguez, Blanca Oliva (REB)
9631 E. Alondra Blvd., Ste. 102, Bellflower
Effective: 3/25/05
Violation: 10240, 10177(d)
Right to RREEB license on terms and conditions

Rodriguez, Hugo M. (RES)
25934 Magnifica Ct., Moreno Valley
Effective: 5/24/05
Violation: 490
Right to RRES license on terms and conditions

Romero, Gabriel Roberto (RES)
847 W. Palmdale Blvd., Palmdale
Effective: 5/3/05
Violation: 490, 10177(b)
Right to RRES license on terms and conditions

Routh, John Alan (RES)
3185 Bermuda Dr., Costa Mesa
Effective: 3/21/05
Violation: 490, 10177(a)(b)
Right to RRES license on terms and conditions

Smith, George Benjamin (REB, REO)
1611 Pacific Coast Hwy, Ste. 301, Redondo Beach
Effective: 10/15/05
Violation: 10177(d)(g)(h), 10159.2
Right to RREB license on terms and conditions

Springs, Jamilla (RES)
4821 Lankershim Blvd., #160, North Hollywood
Effective: 3/24/05
Violation: 490, 10177(b)
Right to RRES license on terms and conditions

Stanfield, Carmen Yolanda (RES)
6047 Tampa Dr., #106, Tarzana
Effective: 5/4/05
Violation: 490, 10177(b)
Right to RRES license on terms and conditions

Sunbolian, Sara (RES)
4340 Gayle Dr., Tarzana
Effective: 3/29/05
Violation: 490, 10177(b)
Right to RRES license on terms and conditions

TRG Realestate Group, Inc. (REC)
3480 Torrance Blvd., #100, Torrance
Effective: 3/17/05
Violation: 2831, 2831.1, 2843, 2832.1, 2950, 2951, 10145, 10177(d)(g)
Right to RREC license on terms and conditions

Valencia, Randall Joseph (RES)
11910 Steeple Chase Dr., Moreno Valley
Effective: 5/24/05
Violation: 490, 10177(b)
Right to RRES license on terms and conditions

Widjaja, Jeffrey Ismail (REB, REO)
17870 Castleton St., Ste. 260, Rowland Heights
Effective: 3/10/05
Violation: 2725, 10159.2, 10177(b)
Right to RREB license on terms and conditions

Oakland Region

Becker Property Management Co. (REC)
3661 Grand Ave., Ste. 104, Oakland
Effective: 5/24/05
Violation: 2831, 2832, 2832.1, 2834, 10145, 10177(d)
Right to RREC license on terms and conditions
Chim, Daniel (REB, REO)  
323 89th St., Daly City  
Effective: 5/24/05  
Officer of: DC Property and Loan, Inc.  
Violation: 490, 498, 499, 10177(a)  
Right to RREC license on terms and conditions

DC Property and Loan, Inc. (REC)  
323 89th St., Daly City  
Effective: 5/24/05  
Violation: 490, 498, 499, 10177(a)  
Right to RREC license on terms and conditions

Handwerger, Jeff (REB, REO)  
188 South Park, Ste. 1, San Francisco  
Effective: 3/8/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Kenner, Frederick George (RES)  
15355 Washington Ave., #301, San Leandro  
Effective: 3/28/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Lu, Donghong (RES)  
731 Los Padres Blvd., Santa Clara  
Effective: 4/1/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Naidu, Ram Krishna (RES)  
30074 Woodbrugh Pl., Hayward  
Effective: 3/4/05  
Violation: 10130, 10177(d)  
Right to RRES license on terms and conditions

Pearce, Kent (RES)  
2001 Calistoga Dr., Hollister  
Effective: 4/6/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Santos, Jason P. (RES)  
3428 Royal Meadow Ln., San Jose  
Effective: 3/7/05  
Violation: 10130, 10177(d)  
Right to RREC license on terms and conditions

Soma Investment Corporation (REC)  
188 South Park, Ste. 1, San Francisco  
Effective: 3/7/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Sprague, Robert Philip (REB)  
3701 Sacramento St., Ste. 292, San Francisco  
Effective: 5/30/05  
Violation: 10177(f)  
Right to RREC license on terms and conditions

Stanley, Clifford Edward (RREB, RREO)  
1625 The Alameda, #310, San Jose  
Effective: 3/8/05  
Violation: 10176(a)(i), 10177(d)(g)(h)  
Right to RREC license on terms and conditions

Valentino, Sepideh Shahbodaghi (RES)  
30 Del Mar Dr., Tiburon  
Effective: 4/25/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Wicinski, Janine Moulton (RES)  
3590 Young Ave., Napa  
Effective: 4/25/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Zipagan, Azucena Sandy (REB)  
7888 Wren Ave., Bldg. A-111, Gilroy  
Effective: 3/4/05  
Violation: 10130, 10137, 10177(d), 10240  
Right to RREC license on terms and conditions

Sacramento Region

All Professional Realty, Inc. (REC)  
1520 River Park Dr., Sacramento  
Effective: 4/5/05  
Violation: 2831.2, 2832, 2832.1, 2835, 10145, 10177(d)  
Right to RREC license on terms and conditions

Eckroth, Suzie Marie (RES)  
2214 Sun Valley Dr., Lodi  
Effective: 5/9/05  
Violation: 490, 10177(b)  
Right to RRES license on terms and conditions

Heavin, Lori Len (RES)  
2661 Brannan Way, West Sacramento  
Effective: 4/5/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Lewis, Errol J. (RES)  
1550 Mayfield St., Sacramento  
Effective: 3/23/05  
Violation: 490  
Right to RREC license on terms and conditions

Lopez, Robert Paul (RES)  
3552 Miners Trail Rd., American Canyon  
Effective: 4/18/05  
Violation: 2831.2, 2832.1, 2834, 10145, 10177(d)  
Right to RREC license on terms and conditions

Meister, Harold John Jr. (RES)  
916 E. Cypress Ave., Ste. 400, Redding  
Effective: 4/18/05  
Violation: 2831.2, 2832.1, 2834, 10145, 10177(d)  
Right to RREC license on terms and conditions

Morse, Brian Edward (RES)  
925 46th St., Sacramento  
Effective: 3/7/05  
Violation: 490  
Right to RREC license on terms and conditions

Nichols, Troy Christopher (RES)  
728 B St., Yuba City  
Effective: 5/17/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

O'Rourke, Edward James (RES)  
2775 Saddlers Creek Rd., Chula Vista  
Effective: 5/11/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Rew, Kealoha C. (RES)  
3089 Gate Six Place, Chula Vista  
Effective: 5/24/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Urie, Chad Elliott (RES)  
6275 Sunset Crest Way, San Diego  
Effective: 4/6/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

O'Hara, Sean Patrick (RES)  
900 F St., #318, San Diego  
Effective: 4/25/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Suspended with stay

San Diego Region

Celinoro, Jovencio Manas Jr. (RES)  
10852 Susie Ln., Santee  
Effective: 3/28/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Espinoza, Ray (RES)  
2775 Saddlers Creek Rd., Chula Vista  
Effective: 3/21/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Gindi, Troy Robert (RES)  
7440 Girard Ave., Ste. 1, La Jolla  
Effective: 3/21/05  
Violation: 490, 10177(b)  
RRES suspended for 90 days

Lewis, Dawn Marie (RES)  
2998 Gate Six Place, Chula Vista  
Effective: 5/11/05  
Violation: 490, 10177(b)  
Right to RREC license on terms and conditions

Suspended indefinitely

Suspended with stay

Fresno Region

Brager & Assoc., Inc. (REC)  
3641 Mitchell Rd., Ste. F, Ceres  
Effective: 4/1/05  
Violation: 2831, 2831.1, 2831.2, 2832.1, 10145, 10177(d)  
Suspended for 60 days-stayed for 2 on terms and conditions

Brager, Robert Joseph (REB, REO)  
3641 Mitchell Rd., Ste. F, Ceres  
Effective: 4/1/05  
Officer of: Brager & Assoc., Inc.  
Violation: 10177(b)  
Right to RREB license on terms and conditions
Violation: 10159.2, 10177(d)(g)(h)
Suspended for 60 days-stayed for 2 years on terms and conditions

**Los Angeles Region**

Anderson, George W. (REB, REO)
3620 Eve Circle, Unit K, Mira Loma
Effective: 5/25/05
Officer of: Sea Shore Enterprises, Inc.
Violation: 2742(c), 2840, 10177(d)
Suspended for 90 days-stayed for 2 years on terms and conditions

Ortiz, Robert L. (REB, REO)
5348 Topanga Canyon Blvd., Ste. 203, Woodland Hills
Effective: 4/21/05
Violation: 2831, 2831.1, 2831.2, 2832.1, 2834, 25950(d)(g)(h), 10145, 10177(d), 10232(a), 10232.25, 10233, 10240
Suspended for 90 days-stayed for 2 years on terms and conditions

BGIF, Inc. (REC)
5348 Topanga Canyon Blvd., Ste. 203, Woodland Hills
Effective: 4/5/05
Violation: 2831, 2831.1, 2831.2, 2832.1, 2834, 25950(d)(g)(h), 10145, 10177(d), 10232(a), 10232.25, 10233, 10240
Suspended for 90 days-stayed for 2 years on terms and conditions

Chen, Jerry W. (REB, REO)
5923 Cloverly Ave., Temple City
Effective: 4/18/05
Violation: 10177.5
Suspended for 90 days-stayed for 2 years on terms and conditions

Dzvonick, Terrance Lee (RES)
5797 Piker St., Riverside
Effective: 3/8/05
Violation: 10177(j)
Suspended for 90 days-stayed for 2 years on terms and conditions

Esamieh, Fariborz (REB, REO)
7342 Reseda Blvd., Ste. 147, Reseda
Effective: 3/31/05
Officer of: Consumer Fair Lending, Inc.
Violation: 10159.2, 10177(h)
Suspended for 90 days-stayed for 2 years on terms and conditions

**Great China Financial Services, Inc. (REC)**
5923 Cloverly Ave., Temple City
Effective: 4/5/05
Violation: 2831, 2831.1, 2831.2, 2832, 2832.1, 10145(a), 10177(d) Suspended for 60 days-stayed for 2 years on terms and conditions

Hernandez, Rafael (REB, REO)
513 E. Fordham Dr., Placentia
Effective: 3/10/05
Violation: 2732, 2733, 2831, 2840, 10160, 10161.8, 10163, 10177(d), 10236.4, 10240
Suspended for 5 days-stayed for 2 years on terms and conditions

Ortiz, Robert L. (REB, REO)
16742 Orange Way, Fontana
Effective: 4/7/05
Officer of: Trebor S. West, Inc.
Violation: 10137
Suspended for 90 days-all but 30 days stayed for 2 years on terms and conditions

**Sacramento Region**

Jacuzzi, Daniel Craig (REB, REO)
415 Century Park Dr., Ste. B, Yuba City
Effective: 5/16/05
Officer of: Select Property Management, Inc.
Violation: 2832, 2832.1, 2834, 10177(d)
Suspended for 10 days-stayed for 1 year on terms and conditions

Salazar, Arnedo Bayot (REB, REO)
213 Lomitas Ave., South San Francisco
Effective: 5/24/05
Violation: 2831(a)(6), 10177(d), 10240(c)
Suspended for 30 days-stayed for 2 years on terms and conditions

Select Property Management, Inc. (REC)
437 Century Park Dr., Ste. B, Yuba City
Effective: 5/16/05
Violation: 2831(a)(6), 10177(d), 10240(c)
Suspended for 1 year-stayed for 2 years on terms and conditions

**Oakland Region**

Balgos, Gene Relucano (RES)
1741 Creekstone Cir., San Jose
Effective: 3/3/05
Violation: 10130, 10177(d)
Suspended for 100 days-stayed for 2 years on terms and conditions

Bautista, Melvin C. (RES)
7145C Dublin Meadows St., Dublin
Effective: 3/30/03
Violation: 10130, 10177(d)
Suspended for 150 days-stayed for 2 years on terms and conditions

**San Luis Obispo Region**

Stein, Michael D. (REB, REO)
2601 Santa Maria Mission Road, Santa Maria
Effective: 3/3/05
Violation: 10130, 10177(d)
Suspended for 125 days-stayed for 2 years on terms and conditions

**Fresno Region**

Dominguez, Alejandro (RES)
25700 A-6 El Toro Rd., Lake Forest
Effective: 4/1/05

Dynamic Investments Incorporated (REC)
1050 Lakes Dr., Ste. 150, West Covina
Effective: 3/10/05

Egan, Sharon Lynn (REC)
P.O. Box 10833, Prescott, AZ
Effective: 3/15/05

Fiumara, Eileen Elizabeth (REB)
4512 Sunnyslope Ave., Sherman Oaks
Effective: 3/3/05

Home Equity Bancorp (REC)
1128 W. Mission Blvd., Unit L, Ontario
Effective: 3/15/05

Lyles, Freddie IV (RES)
728 West 140th St., Gardena
Effective: 5/5/05

Ojiyo, Rene Martin (REC)
7950 Etiwanda Ave., #1205, Rancho Cucamonga
Effective: 3/24/05

Toledo, Diana Suzanne (REC)
P.O. Box 41124, Los Angeles
Effective: 3/24/05

Trebor S. West, Inc. (REC)
517 E. Holt Blvd., Ontario
Effective: 4/7/05

Zhang, Huijie (REC)
1820 Butler Ave., #5, Los Angeles
Effective: 5/24/05

**San Diego Region**

Schoonover, Brian Lynn (REC)
7242 River College Dr., Sacramento
Effective: 5/26/05

**Sacramento Region**

Jacuzzi, Daniel Craig (REB, REO)
415 Century Park Dr., Ste. B, Yuba City
Effective: 5/16/05
Officer of: Select Property Management, Inc.
Violation: 2832, 2832.1, 2834, 10177(d)
Suspended for 10 days-stayed for 1 year on terms and conditions

Salazar, Arnedo Bayot (REB, REO)
213 Lomitas Ave., South San Francisco
Effective: 5/24/05
Violation: 2831(a)(6), 10177(d), 10240(c)
Suspended for 30 days-stayed for 2 years on terms and conditions

Select Property Management, Inc. (REC)
437 Century Park Dr., Ste. B, Yuba City
Effective: 5/16/05
Violation: 2831(a)(6), 10177(d), 10240(c)
Suspended for 1 year-stayed for 2 years on terms and conditions

**Sacramento Region**

Lopez, Ricardo Bautista (RES)
1739 Blossom Hill Rd., San Jose
Effective: 5/24/05

Parivash, Mina (RES)
136 Grandview Dr., Woodside
Effective: 4/4/05

Rivera, Anabelle Berrios (RES)
460 Saratoga Ave., #103, San Jose
Effective: 5/24/05

**San Francisco Region**

Carrubias, Leonel (RES)
14951 Ceritos Ave., Bellflower
Effective: 3/16/05

Consumer Fair Lending, Inc. (REC)
6740 Tampa Ave., Reseda
Effective: 3/31/05

Curd, Joseph D (REB)
301 E. Ocean Blvd., #460, Long Beach
Effective: 3/3/05

**Sacramento Region**

Jaco, Daniel Craig (REB, REO)
415 Century Park Dr., Ste. B, Yuba City
Effective: 5/16/05
Officer of: Select Property Management, Inc.
Violation: 2832, 2832.1, 2834, 10177(d)
Suspended for 10 days-stayed for 1 year on terms and conditions

Salazar, Arnedo Bayot (REB, REO)
213 Lomitas Ave., South San Francisco
Effective: 5/24/05
Violation: 2831(a)(6), 10177(d), 10240(c)
Suspended for 30 days-stayed for 2 years on terms and conditions

Select Property Management, Inc. (REC)
437 Century Park Dr., Ste. B, Yuba City
Effective: 5/16/05
Violation: 2831(a)(6), 10177(d), 10240(c)
Suspended for 1 year-stayed for 2 years on terms and conditions

**Sacramento Region**

Lopez, Ricardo Bautista (RES)
1739 Blossom Hill Rd., San Jose
Effective: 5/24/05

Parivash, Mina (RES)
136 Grandview Dr., Woodside
Effective: 4/4/05

Rivera, Anabelle Berrios (RES)
460 Saratoga Ave., #103, San Jose
Effective: 5/24/05

Schoonover, Brian Lynn (REC)
4724 River College Dr., Sacramento
Effective: 5/26/05

**San Diego Region**

Schoonover, Brian Lynn (REC)
1540 Rock Springs Rd., Escondido
Effective: 4/6/05
Guidelines

Continued from page 4

of completing his or her report must be provided by the broker or associate licensee, unless it comes from a data sheet prepared by the broker, associate licensee or principal, and that fact is made clear to the person requesting the information.

Advertising

Preparing and designing advertising relating to the transaction for which the broker was employed, if the advertising is reviewed and approved by the broker or associate licensee prior to its publication.

Preparation of documents

Preparing and completing documents and instruments under the supervision and direction of the licensee if the final documents or instruments will be or have been reviewed or approved by the licensee prior to the documents or instruments being presented, given or delivered to a principal or party to the transaction.

Delivery & signing documents

Mailing, delivering, picking up, or arranging the mailing, delivery, or picking up of documents or instruments related to the transaction, including obtaining signatures to the documents or instruments from principals, parties or service providers in connection with the transaction. Such activity shall not include a discussion of the content, relevance, importance or significance of the document, or instrument or any portion thereof, with a principal or party to the transaction.

Trust funds

Accepting, accounting for or providing a receipt for trust funds received from a principal or a party to the transaction.

Communicating with principals, etc.

Communicating with a principal, party or service provider in connection with when reports or other information needed concerning any aspect of the transaction will be delivered, or when certain services will be performed or completed, or if the services have been completed.

Document review

Reviewing, as instructed by the licensee, transaction documentation for completeness or compliance, providing the final determination as to completeness or compliance is made by the broker or associate licensee.

Licensees should take heed that because of the limiting nature of guidelines, as opposed to a statute or regulation, that they will not bind or obligate, nor are they intended to bind and obligate courts or others to follow or adhere to their provisions in civil proceedings or litigation involving conduct for which a real estate license may or may not be required.

Brokers and others who may refer to these Guidelines from time to time should be aware that it does not take very much to go from unlicensed to licensed activity. For example, it is a commonly held belief and understanding among licensees and others that participation in “negotiations” is somehow limited to the actual bargaining over terms and conditions of a sale or loan, when in fact the courts in this state have given much broader application to this term to include activity which may directly assist or aid in the negotiations or closing of a transaction.

† These Guidelines, when strictly followed, will assist licensees and their employees to comply with the license requirements of the Real Estate Law. They present specific scenarios which allow brokers to organize their business practices in a manner that will contribute to compliance with the Real Estate Law. As such, they were drafted to serve the interests of both licensees and the public they serve. Nothing in them is intended to limit, add to or supersede any provision of law relating to the duties and obligations of real estate licensees, the consequences of violations of law or licensing requirements.

Licensees should take heed that because of the limiting nature of guidelines, as opposed to a statute or regulation, that they will not bind or obligate, nor are they intended to bind and obligate courts or others to follow or adhere to their provisions in civil proceedings or litigation involving conduct for which a real estate license may or may not be required.

Public reproval

Los Angeles Region

Crawford, Andre (RES)
9450 Jefferson St., Bellflower
Effective: 5/16/05
Violation: 10130, 10137, 10176(a)(i), 10177(g)(j)

Funk, Ronald Elwood (REB)
354 E. Rowland Ave., Covina
Effective: 3/22/05
Violation: 490

‡ Hereafter, the term “licensee” means “broker” or “associate licensee.”
# Real Estate Publications

## Ordering information
DRE publications are available:

- **On the Internet** — All DRE publications are available free of charge on the DRE Web site at [www.dre.ca.gov](http://www.dre.ca.gov).
- **In person from District Offices** — Complete Parts A, B, and C (if appropriate). Offices are located in Sacramento, Los Angeles, Oakland, Fresno, and San Diego.
- **By mail** — Photocopy or remove this page from your Bulletin. Complete Parts A, B, and C (if appropriate). Mail it with the proper fee to:
  
  Department of Real Estate  
  Book Orders  
  P.O. Box 187006  
  Sacramento, CA 95818-7006

**By fax** — Complete Parts A, B, and C. Fax form to (916) 227-0361.

**By phone** — Have credit card information ready, then call Book Order desk at (916) 227-0852.

### Acceptable payment methods

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- Cash is acceptable only if purchasing in person and only if it’s the exact amount of purchase.

### California sales tax
Use 7.25% tax rate, unless purchase location or delivery address is in the following counties: Alameda (8.25%), Fresno (7.875%), Los Angeles (8.25%), Sacramento (7.75%), and San Diego (7.75%). Requests and fees will be returned if the appropriate sales tax is not included.

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- Orders received with incorrect payments will be returned.
- **All sales are final — no refunds.**
- Allow 4–6 weeks for delivery.
- Volume discounts are available. Contact DRE at (916) 227-0852 prior to ordering.

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**TELEPHONE NUMBER**
The handling of escrow trust funds in particular is further interpreted/discussed in the Commissioner’s Regulations 2832(e) and 2950(f). Specifically, if you handle escrow trust funds through your trust account, said funds must be deposited no later than the next business day following receipt of the funds by you (the broker), or by your salesperson(s).

While Regulation 2832(a) allows three business days to deposit trust funds into a trust account, Regulation 2832(e) and Regulation 2950(f) requires that escrow trust funds be deposited “not later than the next business day following receipt thereof.”

As you well know, escrow transactions often involve the handling of very large sums of money belonging to others and for which you have a fiduciary duty to handle properly and in accordance with the Laws and Regulations. In the final analysis, it is you, the broker who is ultimately responsible for the proper handling of those escrow funds, so make certain that your escrow trust funds are being deposited timely…not later than one business day after receipt!

If you handle escrow trust funds through your trust account, the funds must be deposited no later than the next business day.

Regulation 2950 lists specific acts in the handling of an escrow by a real estate broker exempted from the provisions of the Escrow Law which are prohibited and may be considered grounds for disciplinary action. One of the prohibited acts under Regulation 2950(f) is “failing to deposit all money received as an escrow agent and as part of an escrow transaction in a bank, trust account, or escrow account on or before the close of the next full working day after receipt thereof.”

If yes, please change your license mailing address. Use the eLicensing online system at www.dre.ca.gov to make the change or submit the appropriate “change” form: RE 214 for salespersons; RE 204 for brokers; RE 204A for corporations.