



REAL ESTATE BULLETIN

Arnold Schwarzenegger, Governor
Sunne Wright McPeak, Secretary, Business, Transportation, & Housing Agency
Jeff Davi, Real Estate Commissioner

<http://www.dre.ca.gov>

Department of Real Estate

Summer 2005

Make certain the correct fee is submitted to the DRE!

The recent high volume of real estate activity throughout California has resulted in an unprecedented volume of examinees and new license applications as well as an increased rate of licensee renewals. Licensing and examination fees were reduced effective August 31, 2003; however, the Department of Real Estate (DRE) continues to receive a significant number of applications with incorrect fees. During the last year, DRE staff have been required to process refund authorizations for several hundred applicants a month due to overpayments.

Refunding a fee takes approximately 60 minutes to complete and must pass through multiple staff for audit and control purposes before the refund request is forwarded to the State Controller for check issuance. In this past year, Licensing processed 15,323 refunds — at approximately 60 minutes each — which is the equivalent of over 6 people working on refunds alone. Unfortunately, when incorrect fees are submitted, additional workload is created taking away staff time which would otherwise be devoted to providing more expeditious application processing and improving processing timeframes.



License and examination applicants are encouraged to use the eLicensing online system at www.dre.ca.gov for license renewal, address changes, salesperson changes of employing broker,

Message from Commissioner Davi



I am pleased to advise that you are reading the first ever fully electronic version of the *Real Estate Bulletin*. The Department of Real Estate has published its bulletin for 65 years. Advances in technology now allow for even the most efficient business or enterprise to further its efficiencies. The electronic bulletin is an example of that for the Department of Real Estate. My thanks to all of the staff at the Department who made this a reality and many thanks to all the licensees who have embraced this change in the production of this quarterly publication.

As I enter the second half of my first year at the Department, I continue to be amazed at the ongoing interest in real estate licensure in this state. This year we will examine a record number of applicants, which will further increase our current licensee population that already exceeds 430,000. The question is, how

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discontinuation of salesperson employment, requesting duplicate licenses, and when applying to take an original salesperson examination or to reschedule a salesperson or broker examination. eLicensing will automatically determine the correct fee.

When applications are mailed in, please refer to the fee information provided with the application. A summary

of the current fees is listed below and is also provided on Exam and Licensing Fees (RE 206), which may be obtained from the DRE Web site. The correct fees are also listed on the DRE Web site at www.dre.ca.gov/fees.htm.

By taking care to submit the proper fees, you will help DRE handle your application faster and improve DRE efficiency. 🏠

Current Examination and License Fees

	Salesperson	Broker
Examination	\$25	\$50
Re-take the Examination	\$25	\$50
Reschedule Exam (1 st time only)	\$10	\$15
Reschedule Exam (each additional)	\$25	\$25
Original License, Conditional Salesperson*	\$145	N/A
Original License, Normal	\$120	\$165
Renewal, On-Time	\$120	\$165
Renewal, Late	\$180	\$248
Fingerprint Processing Fee**	\$56	\$56

* Applies to salespersons who have completed Real Estate Principles, but not all required statutory/pre-license courses.

** The \$56 fingerprint processing fee is required if the applicant has never been licensed by this Department or if a license expired more than two years ago. This fee is paid directly to the LiveScan fingerprint provider, *not to the DRE*.

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Vol. 65, No. 2 Summer 2005

STATE OF CALIFORNIA

Arnold Schwarzenegger, *Governor*

BUSINESS, TRANSPORTATION AND HOUSING AGENCY

Sunne Wright McPeak, *Secretary*

DEPARTMENT OF REAL ESTATE

Jeff Davi, *Commissioner*

PRINCIPAL OFFICE

We're located at: 2201 Broadway, Sacramento, 95818-2500
Mailing Address: P.O. Box 187000, Sacramento, 95818-7000

Administration

John R. Liberator, *Chief Deputy Commissioner*
Thomas L. Pool, *Asst. Comm., Legislation & Public Information Services*
Chris Neri, *Assistant Commissioner, Subdivisions*
Fa-Chi Lin, *Chief Auditor*
William E. Moran, *Assistant Commissioner, Enforcement*
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Betty R. Ludeman, *Managing DC IV, Education*
Gary Sibner, *Managing DC III, Mortgage Lending*

Real Estate Bulletin

Thomas L. Pool, *Editor*
Amy Edelen, *Publications Deputy*
Laura Curry, *Production Editor*

Primary Telephone Numbers

Consumer Information	(916) 227-0864
Mortgage Loan Activities	(916) 227-0770
General Licensing Information	(916) 227-0931
Broker Examinations	(916) 227-0899
Salesperson Examinations	(916) 227-0900
Original Licensing (sales/brokers)	(916) 227-0904

NORTHERN ENFORCEMENT AREA — DISTRICT OFFICES

- Steve Ellis, *Managing Deputy Commissioner IV*
- 2550 Mariposa Mall, Suite 3070, **Fresno**, 93721-2273
John Sweeney, *Managing Deputy Commissioner III*
Consumer Information
 - 1515 Clay Street, Suite 702, **Oakland**, 94612-1462
Ed Haberer, *Managing Deputy Commissioner III*
Consumer Information
 - 2201 Broadway, **Sacramento**
Mailing Address: P.O. Box 187000, Sacramento, 95818-7000
Charles W. Koenig, *Managing Deputy Commissioner III*
Consumer Information
 - 1350 Front Street, Suite 3064, **San Diego**, 92101-3687
J. Chris Graves, *Managing Deputy Commissioner III*
Consumer Information

SOUTHERN ENFORCEMENT AREA — DISTRICT OFFICES

- M. Dolores Weeks, *Managing Deputy Commissioner IV*
- 320 W. 4th Street, Suite 350, **Los Angeles**, 90013-1105
Maria Suarez, *Managing Deputy Commissioner III*
Consumer Information

SUBDIVISIONS

- Chris Neri, *Assistant Commissioner, Subdivisions*
- 2201 Broadway, **Sacramento**
Mailing Address: P.O. Box 187005, Sacramento, 95818-7005
vacant, *Managing Deputy Commissioner III*
Consumer Information
 - 320 W. 4th Street, Suite 350, **Los Angeles**, 90013-1105
Robert D. Gilmore, *Managing Deputy Commissioner IV*
Consumer Information

CALIFORNIA RELAY TELEPHONE SERVICE

(For the deaf and hearing impaired)

From TDD phone	1-800-735-2929
From voice phone	1-800-735-2922

Message from Commissioner Davi

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long will it last? History has taught us that the real estate market is cyclical. We know that over time, the licensee population will grow with a strong real estate market. Then, when the market levels off, the real estate licensee population will sometime thereafter follow suit and eventually decline.

I have had the opportunity to travel the state and visit with many licensees and am pleased to report that I have heard nothing but good news. There are no signs of the strong interest in licensure leveling off in the near future. Obviously, the risk of long term interest rates increasing dramatically could curb some of the growth in the market which we have seen for so many years, but still, the inventory of available properties in most parts of the state is still low. This leads me to believe that a downturn in the real estate market is not on the immediate horizon.

I have also been working on consumer outreach. For the first time, consumers who do not know how to determine who regulates, for example, a particular lender, now have a place to turn. We have developed a “button” for the DRE Web site that will link a consumer to a common page that will allow the consumer to scan the types of licenses issued and databases made available by the Departments of Real Estate, Financial Institutions, and Corporations, and the Office of Real Estate Appraisers, and determine which State department has regulatory authority over the individual/entity they are interested in. I encourage you to log on and try it out by clicking on the CALIFORNIA REAL ESTATE & FINANCIAL SERVICES LICENSE INFORMATION button at www.dre.ca.gov.



While on the DRE Web site, you can also click on CONSUMERS to see the many publications and services that the DRE offers to consumers for their use. Being aware of this information can be useful to you in your business; therefore, I encourage you to take a tour of our Web site and become familiar with its many features and functions.

In conclusion, I attribute this issue of our bulletin to today’s “technology” and hopefully, you will benefit from the upgraded format of this publication. You can email it, fax it, print it or just read it on-line from your computer, PDA, or any other electronic device that allows access to the Internet.

I intend to continue to bring further advances in technology to the real estate licensee population so all licensees can continue to improve the efficiency of their real estate related businesses.

JEFF DAVI, Real Estate Commissioner

Do you know who is handling your buyer's loan?



Two Department of Real Estate (DRE)-licensed corporations, with the same designated broker, employed an unlicensed person as a loan officer to negotiate loans with prospective borrowers on behalf of both companies. It was the practice of these companies, knowing that the loan officer was not properly licensed, to have one of their licensees falsely state on the 1003 loan application that he or she took the application in a face to face interview with the borrowers. In one particular transaction the licensee also made a false material representation to the lender

concerning the borrowers' available assets in order to induce the lender to make the federally-regulated loan. After escrow closed, the buyers' escrow refund check was wrongly obtained by the unlicensed loan officer who forged their names and cashed the check. The companies allowed the unlicensed person to negotiate other loans with the same practice of using the licensed salesperson's name as the interviewer on the 1003 applications. The broker-officer of the companies, either willfully or through a failure to supervise, allowed these practices to occur. Prior

to the Department bringing an Accusation against all the parties, the unlicensed person obtained a sales license and the salesperson obtained a broker license. Disciplinary action was taken against the licenses of all respondents. The case resulted in the voluntary surrenders of one corporation's license and an individual broker license, and stipulated agreements to the revocations of the other corporation's license, an individual broker license and salesperson license with the right to restricted licenses.

What every licensee should know

Referral of customers to escrow, title, pest control and/or home protection companies

In recent years, many real estate brokers have acquired ownership interests in entities which offer services related to the real estate transaction. Most commonly, these entities are broker escrow divisions, or separately licensed escrow corporations. Some brokers have obtained ownership interests in title companies and, in a few cases, pest control firms and home protection companies. Under these circumstances, a reminder of the provisions of Section 10177.4 of the Business and Profession (B&P) Code is in order.

Section 10177.4 of the B&P Code prohibits real estate licensees from claiming, demanding or receiving a commission, fee or other consideration, as compensation or inducement for the referral of customers to *any* escrow agent, structural pest control firm, home protection company, title insurer, controlled escrow company or underwritten title company. In addition to direct payments, gifts, or other inducements for referrals, receipt of more subtle forms of consideration can also violate Section 10177.4. An example is a progressive compensation plan to encourage salespersons to refer business to the

broker's affiliated service. This involves points and other bonuses for each escrow (or title order, etc.) referred. Under such plans, accumulated points can move the salespeople to higher commission schedules. In other cases, salespersons apply the points toward trips, contests and other bonuses. Participation in such plans is a violation of Section 10177.4 and may subject a salesperson to disciplinary action. The willful disregard of Section 10177.4 may also result in disciplinary action against the broker's license.

We stress that real estate licensees are *not* prohibited from having ownership interests in the types of businesses listed in Section 10177.4. However, the law does foster a *level playing field*. Competition must be based upon factors such as quality of service and cost to the consumer, not special incentives to real estate salespersons to steer customers to a particular company.

Finally, we want to remind licensees that they must disclose any ownership interest that either they or their brokers have in any entity whose services they recommend to their principals.

In another case, described in the Department's Spring 2005 issue of the *Mortgage Loan Bulletin* (available under Publications on the DRE Web site www.dre.ca.gov), a real estate broker who owned a real estate and mortgage company negotiated the purchase of a home on behalf of the buyers. The broker referred the buyers to an employee to represent them in the loan transaction. When the buyers complained to the Department of Real Estate about substantial misrepresentations of the terms and costs of the loan, the failure to provide them with disclosure statements, and other serious problems in the transaction, an investigation discovered that the loan officer was not licensed. The Department filed an Accusation against the broker, and, after an administrative hearing, the broker's license was revoked outright.

These cases demonstrate why real estate agents and brokers who are representing buyers and sellers need to confirm that the persons who are representing the buyers in obtaining loans are licensed by the DRE or are properly employed by a company that is exempt from the real estate licensing law. The person involved in the loan transaction might be employed by a broker or by a direct lender. That broker or lender might conduct business under a real estate broker license or one of several licensing exemptions. Regardless, it is

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Do you know who is handling your buyer's loan?

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extremely important, from the outset of the transaction, to verify that the person handling the loan is doing so under a proper employment. This applies whether you represent the buyer or the seller since the quality of that person's work may ultimately affect the successful closing of the transaction as well as the buyers' receiving quality and honest representation in obtaining their loans.


First, let us discuss real estate licensing. If a mortgage loan broker is operating under an individual or corporation real estate broker license, it is the broker's responsibility to ensure that only licensed salespersons or brokers are hired to negotiate loans. When a salesperson is employed, the broker must notify the DRE of the employment which is then reflected on both the broker's and salesperson's license information on the DRE Web site. The broker must also have procedures in place to monitor the expiration dates of employees' licenses to ensure that the broker does not continue to employ a person whose license has expired or, in the case of a salesperson, has been suspended for failure to complete conditional salesperson license education requirements. When a real estate broker hires another *broker*, that employment is not reflected on either licensee's information because the Real Estate Law does not require notice by the employing broker to the DRE. When an agent learns that a buyer is using a real estate licensee to obtain the loan, he or she should obtain the licensee's name and license identification number. If the person is a salesperson licensee, the name of the employing broker should also be obtained. That information can be easily checked using the **Check License Status** button on the home page of the DRE Web site. If the information on the DRE Web site reflects that a salesperson is licensed but not employed by a broker (No Broker Affiliation) then questions should be immediately asked about the legal ability of that person to negotiate the loan. If

questions arise about the license status or employment of a loan officer, then the issue needs to be immediately addressed and, if appropriate, brought to the Department's attention as a formal complaint. Brokers, agents and consumers can also see the names of companies and individuals to whom the DRE has issued Desist and Refrain Orders for conducting unlicensed activities on the DRE Web site under CONSUMERS, DESIST AND REFRAIN ORDERS.

There are also many circumstances where the person negotiating the loan does *not* need to have a DRE license. Persons employed by state or federally chartered banks, savings institutions, credit unions or other thrifts are not required to be individually licensed. It would be prudent, however, for the agents involved in the transaction to verify the employment of that person. The other most common circumstance is when the person is employed by a company that holds a license issued by the California Department of Corporations to make or arrange real estate loans. The Department of Corporations issues two different licenses for this purpose; the California Finance Lender license (CFL) and the Residential Mortgage Lender license (RML). The holders of either of these Department of Corporations licenses are exempt from the real estate license law and the properly employed salespeople of those companies are *not* required to hold any type of individual license. If an agent or

broker is advised that the person obtaining the loan for the buyer is employed by, or holds, a CFL or RML license, a check can be made on the Department of Corporation's Web site at www.corp.ca.gov/fsd/lic. The license can also be confirmed by calling (866) 275-2677.

The only way that an agent or broker can be sure that the person that is handling the loan transaction for the buyer is legally doing so is to ask the proper questions and confirm the information. Only persons who are properly employed by exempt lenders or who hold the required DRE license should be representing borrowers in the loan process. Unlicensed persons often may charge borrowers undisclosed fees, fail to disclose important material loan terms and act in an unethical manner. In some situations the whole transaction can collapse placing the buyers, sellers and brokers in difficult circumstances both practically and legally. In transactions that do close, buyers may find that they have been the victims of abusive lending practices because the loan they obtained cost more than was disclosed and the loan contains undisclosed adjustable rate terms or prepayment penalties. When the buyer finds a loan, make sure you know who is handling it.

Questions about this or any other mortgage loan related issues should be directed to the Mortgage Loan Activities Unit at (916) 227-0770. 

The DRE Web site makes it easy to check on licensees:

Public License Information

Please enter the Licensee's Name (Last Name, First Name), Company Name or License Identification Number. [Name Search Help](#)

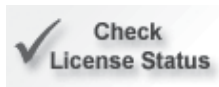
Licensee Name:

City (optional):

OR

License ID:

[Home](#)



Disciplinary Action: Dec. 04, Jan, Feb. 05



✓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
- 2731 Unauthorized use of fictitious business name
- 2831 Failure to keep proper trust fund records
- 2831.1 Inadequate separate trust fund beneficiary records
- 2831.2 Failure to reconcile trust account
- 2832 Failure to comply with trust fund handling provisions
- 2832(a) Failure of broker to place trust funds into hands of owner, into a neutral escrow depository or trust fund account within three business days of receipt
- 2832.1 Failure to obtain permission to reduce trust fund balance in a multiple beneficiary account
- 2834 Trust account withdrawals by unauthorized or unbonded person
- 2834(a) Unauthorized person making withdrawals from trust fund account
- 2835 Retention of broker funds in trust account
- 2742(c) Failure of corporation to be in good standing
- 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 written 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
- 498 License obtained by fraud or misrepresentation
- 10130 Acting without license
- 10137 Unlawful employment or payment of compensation
- 10145 Trust fund handling
- 10145(a)(1) Failure of broker to place trust funds into neutral escrow depository, the hands of the principal or a trust fund account
- 10145(c) Failure by salesperson to deliver trust funds to broker
- 10148 Failure to retain records and make available for inspection
- 10159.2 Failure by designated officer to supervise licensed acts of corporation
- 10159.5 Failure to obtain license with fictitious business name
- 10162 Failure to maintain a place of business
- 10163 Failure to obtain a branch office license
- 10176(b) Making false promise
- 10176(e) Commingling trust funds with brokers funds
- 10176(f) Exclusive listing agreement without definite termination date
- 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

service; RPRLS – Restricted prepaid rental listing service; REO – Real estate officer; REC – Real estate corporation]

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.

- 10177(d) Violation of real estate law or regulations
- 10177(g) Negligence or incompetence in performing licensed acts
- 10177(h) Failure to supervise salespersons or licensed acts of corporation
- 10177(j) Fraud or dishonest dealing as principal
- 10177(k) Violation of restricted license condition
- 10177.5 Civil fraud judgment based on licensed acts
- 10229(a) Violation of multi-lender requirements
- 10229(e) Violation of multi-lender requirements
- 10229(g) Violation of loan to value limits on multi-lender loans
- 10229(k) Failure to provide lender purchaser disclosure in multi-lender loans
- 10232(e) Failure to notify DRE of threshold status
- 10232.2 Failure to file or maintain trust fund status
- 10232.25 Failure to file trust fund status reports
- 10232.5 Failure to provide required information in lender disclosure statement
- 10233.1 Failure of broker to notify mortgage lender that payments were made from funds other than those of the borrower
- 10240 Failure to give mortgage loan disclosure statement

REVOKED LICENSES

Fresno Region

Adams, Joseph Thomas (RES)
141 Naomi Ave., Shell Beach
Effective: 1/27/05
Violation: 490, 10177(b)

Martinez, Melissa (RES)
7944 N. Maple, #114, Fresno
Effective: 1/3/05
Violation: 490, 10177(b)

Rodriguez, Thomas Campa (RES)
2401 C White Ln., Bakersfield
Effective: 1/10/05
Violation: 490, 10177(b)

Ruiz, David A. (RES)
3655 Arizona St., Riverbank
Effective: 12/24/04
Violation: 490, 10177(b)

Stallings, Celeste Rae (REB)
PO Box 1119, Kernville
Effective: 12/20/04
Violation: 2831, 2831.1, 2831.2, 2832.1, 2834, 10145, 10148, 10177(d)
Right to RREB license on terms and conditions

Los Angeles Region

Appell, Scott Allan (RES)
3284 Texas Ave., Simi Valley
Effective: 1/3/05
Violation: 490, 10177(b)

Biesterfeld, Robert Wayne (RES)
16 Chelsea Pt., Dana Point
Effective: 6/20/02
Violation: 490, 10177(b)

Brown, Scarlett Faye (RES)
3628 Lynoak Dr., Ste. 103-104, Claremont
Effective: 1/4/05
Violation: 2715, 10145(a)(1), 10162, 10165, 10176(a)(b)(e)(i), 10177(d)(g)

Champion R/E, Inc. (REC)
10162 Chapman Ave., Garden Grove
Effective: 2/24/05
Violation: 10177(g)

Cotero, Jose L. (RES)
14302 Village View Ln., Chino
Effective: 2/17/05
Violation: 490, 10177(b)

Dancy, John E. (REB)
3817 Grand Ave. B, #112, Chino
Effective: 12/17/04
Violation: 490, 10177(b)

Dunham, Gregory Charles (RRES)
210 Indianapolis Ave., Huntington Beach
Effective: 1/7/05
Violation: 490, 10177(b)

Gruenke, Michael Patrick (REO)
99 C St., Ste. 106, Upland
Effective: 12/29/04
Officer of: Premco Services, Inc.
Violation: 2832, 2834, 10145, 10148, 10177(d)(g)(h)



Hershby, Genel (RES)
269 S. Beverly Dr., #957,
Beverly Hills
Effective: 1/19/05
Violation: 490

Jobin, Damon Andrew (RES)
18784 Tulipwood Cir.,
Huntington Beach
Effective: 12/14/04
Violation: 498, 10177(a)

Maize, Michael Herbert (RES)
4570 Van Nuys Blvd., #236,
Sherman Oaks
Effective: 12/14/04
Violation: 490, 10177(b)

Mewborn-Brown, Lori Ann (RES)
3052 Springdale Dr., #370,
Long Beach
Effective: 1/10/05
Violation: 490, 10177(b)

Petersen, Robert W. (RES)
1767 Calle Lindero, Lompoc
Effective: 11/29/04
Violation: 490, 10177(b)

Premco Services, Inc. (REC)
99 C St., Ste. 106, Upland
Effective: 12/29/04
Violation: 2832, 2834, 10145,
10148, 10177(d)(g)

Read, Gary Walmsly (RES)
32-200 Cathedral Canyon Dr.,
#46, Cathedral City
Effective: 2/22/05
Violation: 490, 10177(b)

Rojas, Mary (RES)
9434 Garden View Ave.,
South Gate
Effective: 2/24/05
Violation: 490, 10177(b)

Roseman, Mark Elliot (REB)
252 Robinson Dr., Tustin
Effective: 2/28/05
Violation: 490, 10177(b)

Shulga, Vladislav (RES)
3625 Beverly Ridge Dr.,
Sherman Oaks
Effective: 1/10/05
Violation: 490, 10177(b)(j)

Silla, Joseph Lucio (RES)
3790 Black Pine Circle,
Yorba Linda
Effective: 1/3/05
Violation: 490, 10177(b)

Smith, Gary Russell II (RES)
3303 Holly Park Dr., Inglewood
Effective: 12/22/04
Violation: 490, 10177(b)

Smith, Peter Allen Jr. (REB)
44421 Town Center Way,
Palm Desert
Effective: 12/13/04
Violation: 2731, 2832, 2832.1,
2832.2, 2834, 2835, 2950(f)(h),
2951, 10159.5, 10176(e), 10240

Soleyman, Isaac (RES)
815 W. Knoll Dr., Los Angeles
Effective: 12/7/04
Violation: 490, 498, 10177(a)(b)

Song, Byung Hum (RES)
1924 Via Estudillo Ave.,
Palos Verdes Estates
Effective: 2/28/05
Violation: 490, 10177(b)

Spears, Henri Lafaun (RES)
3897 6th Ave., Los Angeles
Effective: 2/10/05
Violation: 490, 10177(b)

Stephenson, Alicia (RES)
26500 Agoura Rd., #432,
Calabasas
Effective: 1/31/05
Violation: 490, 10177(b)

Whitehead, Steve Thomas (RES)
2550 Peach Tree St., Hemet
Effective: 2/22/05
Violation: 490, 498, 10177(a)(b)

Yu, Shiow-Juan (RES)
16215 Salazar Dr.,
Hacienda Heights
Effective: 2/28/05
Violation: 490, 10177(b)

Oakland Region

Anderson, Jeffery Richard (RES)
PO Box 3458, Saratoga
Effective: 12/28/04
Violation: 490, 10177(b)

Baldini, Terry Ann (REB)
1301 North Hwy 99 W #290,
McMinnville, OR
Effective: 2/28/05
Violation: 490, 10177(b)

Bola, Kulwinder Singh (RES)
35995 Fremont Blvd., #48,
Fremont
Effective: 12/23/04
Violation: 490, 10177(b)

Brandao, Leda (RRES)
PO Box 2135, Santa Clara
Effective: 2/25/05
Violation: 490, 10177(b)

Brown, Ben H. Jr. (RES)
3086 Arroba Way, San Jose
Effective: 1/6/05
Violation: 490, 10177(b)

Grant, Casey Rashaad (RES)
88 Montwood Way, Oakland
Effective: 1/28/05
Violation: 498(a), 10177(a)

Kortright, Nancy (REB)
10806 Hubbard Way, San Jose
Effective: 12/28/04
Violation: 490, 10177(b)

Litawa, Jonathan Andrew (RES)
1355 Creekside Dr., #201,
Walnut Creek
Effective: 2/18/05
Violation: 490, 10177(b)

Sacramento Region

Carson, Joe Earl (RES)
6001 Stanley Ave., Carmichael
Effective: 12/28/04
Violation: 490, 10177(b)

Davis, Burchell (REB)
1500 W. El Camino Ave., #159,
Sacramento
Effective: 12/28/04
Violation: 490, 10177(b)

Pryor, James Thomas (RES)
135 Otta Dr., Lodi
Effective: 2/14/05
Violation: 10130, 10137, 10145,
10176(i), 10177(d)

Smith, Mitchell Allen (RES)
225 Mt. Hamilton Dr., Tracy
Effective: 1/3/05
Violation: 490, 10177(b)

Toland, Leslie Ann (RES)
8263 Loch Leven Dr.,
Pollock Pines
Effective: 1/19/05
Violation: 490, 10177(b)

San Diego Region

Bloomington, Mary Ellen (RREB)
8262 University Ave., La Mesa
Effective: 12/24/04
Violation: 2831, 2831.2, 2832.1,
2834(a), 10145, 10177(d)(g)(k)

Deona, Joann Ellen (RES)
662 E. Manor Dr., Chula Vista
Effective: 12/20/04
Violation: 490, 10177(b)

Elliott, Susan Marie (RES)
1765 Skimmer Ct., Carlsbad
Effective: 2/2/05
Violation: 490, 10177(a)(b)

Holmberg, Travis Lance (RES)
511 Kelly St., Oceanside
Effective: 2/18/05
Violation: 490, 10177(b)

Izidoro, Paul Phillip (RES)
3561 Addison St., San Diego
Effective: 1/25/05
Violation: 490, 10177(b)

Rawson, Lisanne (RES)
2808 Eagle St., San Diego
Effective: 2/18/05
Violation: 490, 10177(b)

Trejo, Joshua (RES)
1765 Skimmer Ct., Carlsbad
Effective: 2/3/05
Violation: 490, 10177(b)

REVOKED WITH A RIGHT TO A RESTRICTED LICENSE

Fresno Region

Bonds, John Laurence (REB)
2922 W. Seeger Ave., Visalia
Effective: 2/14/05
Violation: 490, 10177(b)
Right to RREB license on terms
and conditions

Estrada, Angel Eusebio (RES)
PO Box 17137, Fresno
Effective: 1/13/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions; RRES license
suspended for 30 days-all but 15
days stayed

Mees, Thomas Charles (RES)
PO Box 1301, San Luis Obispo
Effective: 2/24/05
Violation: 490
Right to RRES license on terms
and conditions

Togo, Alvin Itsuo (REB)
30 W. Shaw St., Ste. 102, Clovis
Effective: 2/17/05
Violation: 2831, 2831.1, 2831.2,
2832(a), 10145, 10177(d)
Right to RREB license on terms
and conditions

Los Angeles Region

Anderson, Eric Lee (RES)
9182 Russell St., Garden Grove
Effective: 2/7/05
Violation: 10130, 10177(d)
Right to RRES license on terms
and conditions

Belisle, Rose Marie (RES)
6106 West Blvd., Los Angeles
Effective: 1/18/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions

Beveridge, Mary Rebecca (RES)
220 Park Crest, Newport Coast
Effective: 1/19/05
Violation: 490
Right to RRES license on terms
and conditions

**Brennan, Lawrence Michael
(REB), (REO)**
24 Fremont St., Newport Beach
Effective:
Officer of: Secured Equities
Corporation
Violation: 10159.2, 10177(h)
Right to RREB license on terms
and conditions

Clasby, Richard John (RES)
3825 E. Thousand Oaks Blvd.,
Westlake Village
Effective: 1/19/05
Violation: 490
Right to RRES license on terms
and conditions

Dale, Richard Gary (REB)
10724 Wilshire Blvd., #1101,
Los Angeles
Effective: 2/23/05
Violation: 490, 10177(b)
Right to RREB license on terms
and conditions

Duhaime, Teala Lavaughn (RES)
2480 Forman St., #B, Upland
Effective: 1/31/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions

**Exclusive Real Estate Corporation
(REC)**
19900 Ventura Blvd.,
Woodland Hills
Effective: 12/29/04
Violation: 2831, 2831.1, 2831.2,
2832, 2832.2, 10145, 10177(d)(g)
Right to RREC license on terms
and conditions

Gilpin, Alfred Bernard (RES)
7359 Indiana Ave., Riverside
Effective: 2/8/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions



*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.

Golanty, Nanci Deniece (RES)

6397 Sombrero Ave., Cypress
Effective: 2/14/05
Violation: 490(a), 10177(b)
Right to RRES license on terms
and conditions

Habund De Valle, Fuhadith (RES)

525 E. Seaside Way, #1709,
Long Beach
Effective: 2/8/05
Violation: 490
Right to RRES license on terms
and conditions; RRES license
suspended for 14 days

Hawkins, Damon L. (RES)

PO Box 881002, Los Angeles
Effective: 1/12/05

Violation: 10130, 10177(d)
Right to RRES license on terms
and conditions; RRES license
suspended for 30 days

Holden, Michael J. (REB)

221 N. Harbor Blvd., #E,
Fullerton
Effective: 2/14/05
Violation: 490
Right to RRES license on terms
and conditions

Hoyle, John Alan (RES)

PO Box 50265, Irvine
Effective: 2/17/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions

Karno, Ronald Burton (REB, REO)

2075 Maricio Cir.,
Thousand Oaks
Effective: 12/29/04
Violation: 2834, 10145,
10159.2, 10177(d)(g)(h)
Right to RRES license on terms
and conditions

Krauss, Marie Ban (REB)

935 Oxford Ave., Marina Del Rey
Effective: 12/9/04
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions

MacElhenny, Bernard Joseph Jr. (REB)

4141 State St., E-10,
Santa Barbara
Effective: 12/28/04
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions

Macias, Rocendo N. (RES)

PO Box 18557, Long Beach
Effective: 1/12/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions

Miller, Byrne (REB)

1121 Grant Ave., Venice
Effective: 1/25/05
Violation: 490
Right to RRES license on terms
and conditions

Miranda, James Michael (RES)

PO Box 4343, San Clemente
Effective: 2/22/05
Violation: 490(a)
Right to RRES license on terms
and conditions

Norman, Donnell Duane (REB)

5208 W. Pico Blvd., Ste. 2,
Los Angeles
Effective: 2/22/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions

Obando, Javier O. (REB)

5290 Ozark Mt. Pl., Alta Loma
Effective: 2/14/05
Violation: 10145(c), 10176(e)(i),
10177(d)
Right to RRES license on terms
and conditions

Ochoa, Jose Jesus (REB)

1420 E. Edinger Ave., Ste. 107,
Santa Ana
Effective: 1/6/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions

Pizzey, Soraya (RES)

1096 South Coast Hwy,
Laguna Beach
Effective: 2/3/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions

Recaido, Bert Allen (RES)

22214 Catskill Ave., Carson
Effective: 1/6/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions

Ruebsamen, Kyong Rae (REB, REO)

4811 Curtis Circle,
Huntington Beach
Effective: 2/23/05
Officer of: Champion R/E, Inc.
Violation: 10177(g)
Right to RRES license on terms
and conditions

Secured Equities Corporation (REC)

25401 Cabot Rd., #117,
Laguna Hills
Effective: 2/28/05
Violation: 2831.2, 2832, 2832.1,
2834, 10145, 10177(d), 10232(e),
10233.1
Right to RRES license on terms
and conditions

Sims, Charles Edward (RES)

2674 W. Lincoln Ave., #223,
Anaheim
Effective: 2/24/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions

Williams, Karen Marie (RES)

248 W. Buffington St., Upland
Effective: 1/26/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions

Oakland Region

Benton, Sedalie Amilliott (REB)

5845 Macarthur Blvd., Oakland
Effective: 11/29/04
Violation: 2831, 2831.1, 2831.2,
2832, 2832.1, 2835, 10145,
10176(e), 10177(d)
Right to RRES license on terms
and conditions

Camacho, Edson Luis (REB)

1127 Livorna Rd., Alamo
Effective: 1/18/05
Violation: 10177(d), 10177.5
Right to RRES license on terms
and conditions

JMJ Real Estate, Inc. (REC)

475 El Camino Real, Ste. 201,
Millbrae
Effective: 1/18/05
Violation: 2742(c), 2831, 10137,
10148, 10176(f), 10177(d), 10240
Right to RRES license on terms
and conditions

Johnson, Gregory Eric (RES)

1247 Honey Brook Place, Rohnert
Park
Effective: 1/19/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions

Krikorian, Michael Robert (RES)

6425 Randall Ct., Pleasanton
Effective: 1/27/05
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions



**Matos, Lino S. (RES)**

250 North 34th St., San Jose
Effective: 12/27/04
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

McMillian, Cedrick Dale (RES)

25125 Santa Clara St., #234, Hayward
Effective: 12/8/04
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Mei, Jie (RES)

3625 Warwick Rd., Fremont
Effective: 12/22/04
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Tong, Penny Y. (RES)

13220 McDole St., Saratoga
Effective: 2/14/05
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Truong, Phat Ngoc (RES)

3023 Forbes Ave., Santa Clara
Effective: 12/28/04
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Villaneuva, Sylvia Decastro (REB), (REO)

475 El Camino Real, Ste. 201, Millbrae
Effective: 1/18/05
Violation: 10159.2, 10177(d)(h)
 Right to RREB license on terms and conditions

Sacramento Region**Lanigan, Gordon Albert (RES)**

6075 Southernness Dr., El Dorado Hills
Effective: 2/16/05
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Packard, Mitchell S. (REB)

3600 Northlake Blvd., Tahoe City
Effective: 1/5/05
Violation: 2715, 2731, 2831, 2831.2, 2832, 2832.1, 2834, 10145, 10159.5, 10163, 10165, 10177(d)
 Right to RREB license on terms and conditions

Weit, Robert Carl Jr. (RES)

PO Box 3520, Fairfield
Effective: 2/23/05
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Willson, Bradley Dean (REB)

3200 Douglas Blvd., Ste. 300, Roseville
Effective: 2/16/05
Violation: 490
 Right to RREB license on terms and conditions

San Diego Region**Coria, Christian (RES)**

520 Naples St., #60, Chula Vista
Effective: 1/31/05
Violation: 490, 10177
 Right to RRES license on terms and conditions

Unda, Juan Carlos (RES)

417 Vista San Jose, San Diego
Effective: 12/13/04
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

SUSPENDED WITH STAY**Los Angeles Region****Saucedo, Jorge Antonio (REB)**

1929 S. Manchester Ave., 2nd Floor, Anaheim
Effective: 12/28/04
Violation: 2831, 2831.1, 2831.2, 2835, 2950(h), 2951, 10145, 10177(d)(g), 10240
 Suspended for 120 days-stayed for 2 years on terms and conditions

Balderrama, Maria Carmen (RES)

241 N. Linda Terrace Dr., Covina
Effective: 12/22/04
Violation: 10130, 10177(d)
 Suspended for 60 days-stayed for 2 years on terms and conditions

Flores, Jose (RES)

2736 S. Greenleaf Dr., West Covina
Effective: 12/22/04
Violation: 10177(g)
 Suspended for 60 days-stayed for 2 years on terms and conditions

Jurado, Thomas (RES)

2014 Arlene Ave., Oxnard
Effective: 2/1/05
Violation: 10177(g)
 Suspended for 60 days-stayed for 2 years on terms and conditions

Kavehpour, Azarmidokht (RES)

PO Box 2274, Reseda
Effective: 12/29/04
Violation: 10177(j)
 Suspended for 60 days-45 days stayed for 2 years on terms and conditions

Loyd, David Ennis (REB), (REO)

26650 The Old Road, #300, Santa Clarita
Effective: 2/28/05
Officer of: Tanmon, Inc.
Violation: 10159.2, 10177(d)(h)
 Suspended for 90 days-stayed for 2 years on terms and conditions

Majadi, A. (RES)

9447 Shadowgrove Dr., Rancho Cucamonga
Effective: 12/22/04
Violation: 10130, 10177(d)
 Suspended for 60 days-stayed for 2 years on terms and conditions

Masters Realty Services, Inc. (REC)

20803 Valley Blvd., Ste. 206, Walnut
Effective: 12/14/04
Violation: 2832.1, 10177(d)
 Suspended for 90 days-stayed for 2 years on terms and conditions

Mota, Bill (REB)

101 N. Orange Ave., Ste. D, West Covina
Effective: 12/22/04
Violation: 10137, 10177(g)
 Suspended for 60 days-stayed for 2 years on terms and conditions

Portillo, Luis Jr. (REB)

19030 Valley Blvd., Bloomington
Effective: 2/11/05
Violation: 2832.1, 10145, 10177(d)
 Suspended for 60 days-stayed for 2 years on terms and conditions

Randolph, Kenneth Louis (REB)

5757 W. Century Blvd., #700, Los Angeles
Effective: 1/12/05
Violation: 10137
 Suspended for 90 days-stayed for 2 years on terms and conditions

Schwartz, Neil Martin (REB)

20803 Valley Blvd., #206, Walnut
Effective: 12/14/04
Officer of: Masters Realty Services, Inc.
Violation: 2832.1, 10177(d)
 Suspended for 90 days-stayed for 2 years on terms and conditions

Small, Gary (REB), (REO)

11282 W. Washington Blvd., #205, Culver City
Effective: 1/11/05
Violation: 10177(h)
 Suspended for 90 days-stayed for 2 years on terms and conditions

Superlative Realty, Inc. (REC)

11282 W. Washington Blvd., #205, Culver City
Effective: 1/11/05
Violation: 10176(g)
 Suspended for 90 days-stayed for 2 years on terms and conditions

Tanmon, Inc. (REC)

26650 The Old Road, Ste. 360, Valencia
Effective: 2/28/05
Violation: 2731, 2831, 2831.1, 2831.2, 2832, 2832.1, 2950(d)(g), 10145, 10177(d)
 Suspended for 90 days-stayed for 2 years on terms and conditions

Tran, Binh Dinh (REB, REO)

16168 Beach Blvd., Ste. 170, Huntington Beach
Effective: 1/12/05
Violation: 10137, 10177(d)
 Suspended for 90 days-stayed for 2 years on terms and conditions

Oakland Region**Hartleb-Prasad Corp. (REC)**

363 El Camino Real, #235, South San Francisco
Effective: 2/9/05

Violation: 10177(d)(g), 10240
 Suspended for 30 days-stayed for 1 year on conditions

Mayo, Henry Kiser (REB)

470 First Street East, Sonoma
Effective: 2/3/05
Violation: 10177.5
 Suspended for 90 days-stayed for 2 years on terms and conditions

Prasad, Hemant Kumar (REB), (REO)

363 El Camino Real, #235, South San Francisco
Effective: 2/9/05
Officer of: Hartleb-Prasad Corp.
Violation: 10177(d)(g), 10240
 Suspended for 30 days-stayed for 1 year on conditions

Sonoma Properties, Inc. (REC)

470 1st Street East, Sonoma
Effective: 2/3/05
Violation: 10177.5
 Suspended for 90 days-stayed for 2 years on terms and conditions

Sacramento Region**Ericson, Steven Alosis (RES)**

1316 Main St., St. Helena
Effective: 2/3/05
Violation: 10177.5
 Suspended for 90 days-stayed for 2 years on terms and conditions

Sharma, Rohit (RES)

8872 Minnie Circle, Elk Grove
Effective: 2/9/05
Violation: 10177(d)(g), 10240
 Suspended for 60 days-stayed for 1 year on conditions

Snedaker, Jan Gerrett (REB)

470 1st Street East, Sonoma
Effective: 2/3/05
Officer of: Sonoma Properties, Inc.
Violation: 10177.5
 Suspended for 90 days-stayed for 2 years on terms and conditions

San Diego Region**First La Jolla Lenders, Inc. (REC)**

8889 Caminito Plaza Centro, #7320, San Diego
Effective: 12/8/04
Violation: 2731, 2831, 2831.1, 2831.2, 2832, 2834, 10145, 10159.5, 10177(d), 10229(a)(e)(k), 10229(g)(3), 10232.2, 10232.5, 10232.25, 10240
 Suspended for 120 days-all but 60 days stayed for 2 years on terms and conditions

Kahn, Sydney Eric (REB), (REO)

9245 Regents Rd., #M208, La Jolla
Effective: 12/8/04
Violation: 2725, 10177(h)
 Suspended for 120 days-stayed for 2 years on terms and conditions

New CalHFA programs to help first-time homebuyers

The California Housing Finance Agency (CalHFA) has recently introduced two new programs that can help you, as a real estate professional, get more people into their first home.

CalHFA's new **interest only PLUS** loan can reduce mortgage payments by as much as hundreds of dollars per month by allowing borrowers to pay interest only in the first five years of a 35-year mortgage.

Unlike other "interest only" loan programs that have rates that can balloon after the interest-only period, CalHFA's **interest only PLUS** loan comes with the same guaranteed fixed rate for the entire 35-year term. Turnaround times are comparable with private lenders (30-45 days to close), and CalHFA approves loans in all 58 California counties.

CalHFA's other exciting new offering is **HomeOpenersSM**, a Mortgage Protection program. With **HomeOpenersSM**, homeowners may be able to have their monthly payments covered for up to six months if they lose their job. The payment protection is included at no additional cost.

"With increasing costs of real estate, the challenge for Californians to purchase their first home has never been greater," said Theresa Parker, Executive Director of CalHFA. "Together, these programs will help more Californians buy homes and with **HomeOpenersSM** Mortgage Protection, keep their homes – even if they suffer short-term unemployment."

Established in 1975, the California Housing Finance Agency is celebrating 30 years of providing affordable housing in California. CalHFA has invested over \$13 billion in non-taxpayer funds to help more than 130,000 California families live in a home of their own with a mortgage they can afford.

CalHFA also offers several down payment assistance programs that can often help first-time buyers get into their homes with no cash up front. To find out about these and other homeownership programs, visit www.calhfa.ca.gov or call 1-800-789-2432.

***HomeOpenersSM** is a service mark of GE Mortgage Holdings, LLC

LICENSE SURRENDERED

(Licenses voluntarily surrendered per B&P Code §10100.2 during an administrative action/investigation)

Fresno Region

Lorta, Henry R. (RES)
11891 Hidden Glen Ct., Oakdale
Effective: 2/17/05

Zavala, Robert Joshua (RES)
426 E. Barcellus St., #302,
Santa Maria
Effective: 11/29/04

Los Angeles Region

Alberty, Luis Oswaldo (RES)
3410 La Sierra Ave., PMB F178,
Riverside
Effective: 12/20/04

Deplomb, Edward Leon (RES)
505 Ardilla Ln., San Clemente
Effective: 1/12/05

Hall, Lori Ann (RRES)
105 Marinella Aisle, Irvine
Effective: 12/21/04

Hogan, Robert Brady (RES)
249 Duranzo Aisle, Irvine
Effective: 2/15/05

Java Lan, Inc. (REC)
16131 E. Whittier Blvd., #100,
Whittier
Effective: 2/9/05

Laguna Capital Mortgage Corporation (REC)
32392 Coast Hwy, Laguna Beach
Effective: 1/4/05

Maslan, Richard Joel (RES)
2220 Avenue of the Stars, #401,
Los Angeles
Effective: 1/10/05

Nicolson, Donald Beynon (REB)
941 W. Mission Blvd., Ste. L,
Ontario
Effective: 11/30/04

Okpon, Anietie James (RES)
602 W. Palm St., Altadena
Effective: 1/12/05

Portfolio Management Services Inc. (REC)
2 Mareblu, Aliso Viejo
Effective: 1/4/05

Robison, Donald Scott (RES)
111 Pacifica, Ste. 250, Irvine
Effective: 11/29/04

Rodriguez, Guido A. (RES)
1071 E. Amar Rd., West Covina
Effective: 12/9/04

Zalamea, Cesar Ramirez (REB)
4250 Pennsylvania Ave., #205,
La Crescenta
Effective: 1/27/05

Oakland Region

Hooshangi, Mehdi (RES)
50 Airport Pkwy, Ste. 101,
San Jose
Effective: 2/22/05

Hua, Li (RES)
3480 Granada Ave., #140,
Santa Clara
Effective: 2/9/05

PUBLIC REPROVAL

Los Angeles Region

Fregoso, Ernie Torres Jr. (REB), (REO)
10821 S. Gilbert St., Anaheim
Effective: 1/12/05
Violation: 10177(d), 10240

O C M, Inc. (REC)
2700 N. Main St., Ste. 105,
Santa Ana
Effective: 1/12/05
Violation: 10177(d), 10240

Valles, Jose Martin (REB)
220 West 7th St., Oxnard

Effective: 2/1/05
Violation: 10159.2, 10177(h)

INDEFINITE SUSPENSIONS (under Recovery Acct. provisions)

Los Angeles Region

Clark, Kersti Rita (REB)
1210 East 6th St., Ste I, Corona
Effective: 12/1/04

Kuzdzal Money Corp. (REC)
5334 E. Chapman Ave., Ste. 100,
Orange
Effective: 12/3/04

Oakland Region

Mendo-Lake Mortgage Company, Inc. (REC)
212 S. Main St., #26A, Willits
Effective: 12/3/04

Grashuis, Sharon Gail (RES)
512 Centre Ct., Alameda
Effective: 12/14/04



Now available online

Sample review reports for threshold/multi-lender

Two sample trust account review reports are now available on the DRE Web site www.dre.ca.gov. Click on FORMS, then MORTGAGE LENDING BROKERS, and then SAMPLE TRUST ACCOUNT REVIEW (TAR) REPORTS. The reports are being provided solely as a guideline to assist *threshold* and *multi-lender* brokers and their accountants in complying with Business and Professions Code Section 10232.2 and Commissioner's Regulation 2846.5.

Real estate brokers conducting specific types of mortgage loan activities and meeting certain volumes, are required to report to the DRE on a quarterly and annual basis. The terms *threshold reporting* and *multi-lender reporting* are used to describe those real estate brokers who meet the criteria and who are required to report to the DRE.

Threshold and multi-lender reporting generally applies only to those brokers who negotiate loans or service loans for, primarily private, individual (non-institutional) investors and who meet a certain volume of activity. The lenders that **do not** count towards the threshold reporting criteria include banks, savings and loans, credit unions, Fannie Mae and Freddie Mac. Refer to Business and Professions Code Section 10232(c) for a complete list.

Business and Professions Code Section 10232(a) describes the volume criteria for threshold brokers and Business and Professions Code Section 10232(c) describes the lenders that do not qualify towards the

threshold criteria. Generally, a real estate broker can meet the threshold criteria in one of two ways:

(1) Pursuant to Business and Professions Code Sections 10131(d) or (e) or Business and Professions Code Section 10131.1, negotiate any combination of 10 or more loans, (a) secured directly or collaterally by real property or on a business opportunity; or (b) the sale or exchange of real property sales contracts or promissory notes secured directly or collaterally by real property or on a business opportunity, as either an agent or owner of the contracts or notes in an aggregate amount of more than \$1,000,000 with primarily private (non-institutional) investors, or

(2) In a successive 12-month period, make collections of payments in an aggregate amount of \$250,000 or more on behalf of private (non-institutional) lenders or obligors.

Under Business and Professions Code Section 10232(b), the negotiation of a combination of two or more new loans and sales or exchanges of existing promissory notes and real property sales contracts of an aggregate amount of more than \$250,000 in any three successive months or a combination of five or more new loans and sales or exchanges of existing promissory notes and real property sales contracts of an aggregate amount of more than \$500,000 in any successive six months shall create a rebuttable presumption that the broker intends to negotiate new loans and sales and exchanges of an aggregate amount that will meet the

criteria of Business and Professions Code Section 10232(a).

Multi-lender transactions are generally notes or interests that are arranged or sold by real estate brokers primarily to two or more private, individual investors where the notes are a series secured directly by interests in one or more parcels of real property, or the sale of undivided interests in a note secured directly by one or more parcels of real property equivalent to a series transaction. See Business and Professions Code Section 10237 and 10238 (Article 6).

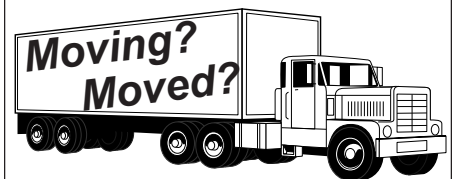
A real estate broker will meet the multi-lender reporting requirements by becoming the servicing agent for notes or interests sold pursuant to Article 6, upon which payments due during any period of three consecutive months in the aggregate exceed \$125,000 or the number of persons entitled to the payments exceeds 120.

Real estate brokers who meet the threshold and/or multi-lender reporting requirements are required to report to the DRE on a quarterly and annual basis. The quarterly reporting requirements for threshold brokers can be found in Business and Professions Code Section 10232.25 and for multi-lender brokers in Business and Professions Code Section 10238(k)(3).

The annual reporting requirements for threshold brokers can be found in Business and Professions Code Section 10232.2 and for multi-lender brokers in Business and Professions Code Section 10238(o). 🏠

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Sacramento, California 95818-7000

Real Estate Bulletin — Summer 2005



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.
