



REAL ESTATE BULLETIN

Gray Davis, Governor

Maria Contreras-Sweet, Secretary, Business, Transportation, & Housing Agency

Paula Reddish Zinnemann, Real Estate Commissioner

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

Department of Real Estate

Winter 2001

Californians met the challenge this summer

from Maria Contreras-Sweet,
BT&H Secretary

Congratulations and thanks to every Californian who contributed to the state's success in meeting the energy challenge this summer! Your commitment to conservation played a major role in preventing rolling blackouts.

This year, the DRE and other state offices significantly cut electricity use from January through the end of August compared to the same period in 2000. For example, in monitoring 37 of the state's largest office buildings covering nearly 12 million square feet, the Department of General Services, has recorded an average 22.4 percent drop in electricity use. Despite hikes in utility rates, the state was still able to save more than \$800,000 in cities such as Sacramento, Los Angeles, San Francisco, Oakland, San Diego, Van Nuys, and Riverside.

While the state has made extraordinary progress in bringing new power generation on line, the threat of shortages remains real. Conservation, both

now and for the long term, will continue to be an important part of the strategy to keep the lights on.

Fall and winter months present challenges just as tough as the summer months. There are increased demands for power across the state for lighting, heating and other priorities.

So we cannot let our guard down just because the seasons have changed.

Refer to page 10 for some practical cool weather tips from the Flex Your Power Web site that will help all of us continue to save power, save money and keep electricity flowing to all California communities. 🏠

School cited

Failure to provide course as approved

The Department views education of real estate licensees as an essential foundation to providing better service to the consumer. The DRE reviews course offerings to ensure that courses provide both basic and advanced levels of education so licensees can provide knowledgeable service to the public. Departures from course structure as approved may result in a diminution of course goals, objectives, and content, and the issuance of an Order to Desist and Refrain from such departures or more importantly, a notice that the DRE is withdrawing approval altogether. Each Order has the effect of prohibiting the school from providing a course that was not approved.

Such an Order was recently issued to a notable school for violating Regulations 3000(a)(1), 3000(a)(5), 3002(b), 3004(c), 3004(d) and 3007.6. The Education Section of the Department approved the school's application to offer Real Estate Principles (45 hours), as a resident (live) course and as a separate correspondence course. DRE approved the school's advertising of the resident course as a "45-Hour Principles Course" and its advertising of the correspondence course as "45-Hour Home Study Options." Without DRE's approval, the school modified each course by changing it to 24 hours of resident instruction, with the remaining 21 hours as home study, and advertised the modified course as a "24-Hour Class With Home Study." This later advertisement was also never approved by DRE.

By modifying each course the school made a material change in the offering of each of the approved Principles courses. Moreover, by advertising the modified course as "45-Hour Home Study Options" the school engaged in false advertising.

The school explained its conduct on the basis that students were reluctant to enroll in a resident course requiring mandatory attendance of 45 hours. Whatever the reason, in order to avoid disciplinary action by the Department, a school cannot change an offering without first obtaining DRE approval.



The DRE provided information for consumers, licensees and those interested in real estate careers to the 10,000 participants of the Governor's Conference for Women, held October 11, 2001 in Long Beach.

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 STATE OF CALIFORNIA
 GRAY DAVIS, Governor
 BUSINESS, TRANSPORTATION AND HOUSING AGENCY
 MARIA CONTRERAS-SWEET, Secretary
 DEPARTMENT OF REAL ESTATE
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2001 DRE Legislative Summary

The brief descriptions of 2001 legislation provided herein are intended to alert licensees to pertinent changes to the law. We encourage you to consult the statutes for complete information. Copies of the bills can be obtained from the authors' offices or at www.leginfo.ca.gov. All statutes are effective January 1, 2002 unless otherwise noted:

Bill/Author	Subject	Chapter
AB 452 (Correa)	Subdivision Public Report	307
AB 392 (Maddox)	Escrow Agents	660
AB 489 (Migden)	Predatory Lending	732
AB 795 (Dutra)	Real Estate	389
SB 329 (Morrow)	Licensing Educational Requirements ...	26
SB 221 (Kuehl)	Subdivision Water Supplies	642
SB 364 (Alpert)	Mortgages/Trust Deeds: Accrual of Interest	364

AB 452 (Correa) — Public Report Disclosure

This is a straightforward bill which adds a disclosure to public reports that informs a prospective home buyer that he or she has the right to negotiate with the seller for an inspection of the property. AB 452 was sponsored by the coalition of California Home Inspectors.

AB 392 (Maddox) — Escrow Agents

This bill requires the Commissioners of Real Estate, Corporations and Insurance to notify each other when taking enforcement or disciplinary action against a person or licensee related to the providing of escrow services. The bill also requires the departments to maintain Web sites that include a database of individuals who have been the subject of escrow violation disciplinary actions. AB 392 was sponsored by the California Escrow Association.

AB 489 (Migden) — Predatory Lending

This bill adds new provisions to the Financial Code to impose certain restrictions in the making or arranging of covered home loans, as defined, to help curb predatory lending. The bill also establishes various administrative and civil sanctions against persons or licensees who engage in prohibited acts, as defined, in the origination or servicing of a covered loan. Note: AB 344 (Migden, Chapter 733) was a trailer bill to AB 489 and made various technical changes to AB 489. In addition, the provisions of AB 489 are effective July 1, 2002.

AB 795 (Dutra) — Real Estate

This bill made numerous changes to the Real Estate Law. AB 795 enhances consumer protections in mortgage brokering transactions by clarifying the Department's authority to discipline brokers who violate the multi-lender criteria as set forth in Business and Professions Code Section 10229. This bill closes a reporting loophole for services of multi-lender loans. AB 795 also requires mortgage brokers to obtain written acknowledgments from borrowers that they received federal disclosures. Finally, this bill makes minor reforms and clarifications to the Recovery Account application procedures. AB 795 was sponsored by the Department of Real Estate.

Continued on page 3

Legislation

Continued from page 2

SB 329 (Morrow) — License Educational Requirements

This bill adds a course in “Computer Applications” to the list of optional educational prerequisites for obtaining a real estate broker license.

SB 221 (Kuehl) — Subdivision Water Supplies

This bill requires verification of adequate water supplies before tentative map approval can be granted on subdivision projects of more than 500 units. AB 221 also provides that a subdivider must provide written verification of the availability of a sufficient water supply for projects of more than 500 units before a public report can be issued.

SB 364 (Alpert) — Mortgages and Deeds of Trust: Accrual of Interest

This bill amends the Civil Code to conform to a similar statute, enacted last year as an amendment to the Financial Code, setting forth clear rules as to when lenders may begin charging interest on a real property secured loan. 🏠

Escrow services

New law mandates information exchange between departments

For years, the Department of Real Estate and Department of Corporations have voluntarily shared license applicants’ regulatory histories to prevent a real estate licensee who has been disciplined by the DRE from obtaining a California Finance Lenders License or a Residential Mortgage Lenders License or vice versa. This proactive approach has helped address the problem of a licensee whose license has been revoked or is facing disciplinary action from “switching licenses” in order to keep operating.

With the passage of AB 392 (Maddox), effective January 1, 2002, the Departments of Real Estate, Corporations and Insurance are required to share information regarding actions taken against persons or licensees with respect to violations of escrow laws. AB 392 was sponsored by the California Escrow Association in response to the problem of escrow personnel who have been dis-

ciplined by a regulatory agency merely “going across the street” and working for an escrow provider who is under a different regulatory agency. For example, a person may receive an order from the Department of Corporations barring them from working in an independent escrow company due to violating various escrow provisions in the Financial Code only to go to work for a title company or real estate broker performing escrow functions.

To address this problem, AB 392 requires the major escrow regulators to communicate with each other when administrative action is taken against a person related to escrow services and post those actions on their respective Web sites. In turn, escrow service providers will be able to determine if a prospective employee has been the subject of disciplinary action related to escrow by checking on each regulators’ Web site. In addition, the sharing of disciplinary information will help prevent the issuance of a license to a person who has been previously disciplined by a different regulatory agency.

To search DRE’s records to determine if a licensee has been disciplined for any reason, including escrow violations, visit DRE’s Web site at www.dre.ca.gov and click on “Licensee Lookup.” In addition, DRE will establish a link from its licensee lookup Web page to the Web sites of the Departments of Insurance and Corporations to help facilitate background checks of potential employees. A little due diligence may prevent problems for you and consumers down the road.

A copy of AB 329 may be obtained from www.leginfo.ca.gov.



2002 Real Estate Law Book

The DRE anticipates availability of the 2002 version of the Real Estate Law book in January 2002. The book will contain the Real Estate Law (from the Business and Professions Code), the Real Estate Commissioner’s Regulations (from the California Code of Regulations) and other pertinent excerpts from California Codes.

The law book will be offered in print and also on CD ROM in a format compatible with Adobe Acrobat Reader. Prices will be as follows:

- \$20 for the printed version
- \$20 for the CD ROM
- \$35 for the printed version and CD ROM

Orders will be accepted after January 1, 2002. Use the order form on page 11 or submit a Publications Request (RE 350).

For the first time, the complete law book will also be available on the DRE Web site: www.dre.ca.gov.



Use of Fictitious Business Names

The Broker/Corporation Unit in the Licensing Section receives a high volume of broker/corporation change applications requesting the addition of a fictitious business name to a particular broker or corporation license. The processing time to issue a license with a new fictitious business name is slowed down if the application is incomplete or the supporting documents are not in a proper format.

DRE approval of a fictitious business name is governed in part by Section 10159.5 of the Business and Professions Code (B&P) and Real Estate Commissioner's Regulation 2731. A fictitious business name may be added to a broker or corporation license by submitting the appropriate application form (RE 204 for a broker, RE 204A for a corporation) and a copy of the fictitious business name statement which bears the "filed" stamp from the county clerk in the county in which the applicant's main office is located. The requesting broker or corporation must be listed as the registrant on the fictitious business name statement. A fee is not required to be submitted with the application. A fictitious business name may not be added to the license of a real estate salesperson.

To avoid delays, licensees should carefully read the instructions that accompany the broker/corporation change form, and ensure that all required information on the form is properly and legibly completed. Some of the most common causes for processing delays are:

- Incomplete application forms;
- Fictitious business name statement does not bear the county clerk's "filed stamp";
- Broker or corporation licensee's name does not appear as the registrant on the fictitious business name statement;
- The business address is different on the fictitious business name statement from that of the main office address; or
- The fictitious business name entered on the application differs from the name on the fictitious business name statement.

The Department of Real Estate often receives fictitious business name statements which state that the busi-

ness is conducted by a partnership, co-partner, or limited liability company (LLC) or in which those terms appear in the fictitious name itself. There are no provisions in the B&P Code which authorize the issuance of a license to a partnership or a LLC; therefore, those types of requests cannot be accepted by DRE. In addition, the following types of fictitious business name requests cannot be accepted:

- Contains the name of a licensee which had been previously revoked;
- Contains or implies the name of a real estate salesperson, unless the broker or corporation name is included in the fictitious business name;
- Implies that the business is conducted by a trust;
- Contains words such as *bank*, *banker*, *savings association*, or *trust company* without a letter of authorization from the Department of Financial Institutions;
- Contains a word such as *insurance* without a letter of authorization from the Department of Insurance;
- Contains a word such as *escrow* without a letter of authorization

from the Department of Corporations;

- Contains words which imply the name of a federal agency without a letter of authorization from the particular agency; or
- Contains misleading names or names which constitute false advertising.

If a licensee has questions concerning the acceptability of a proposed fictitious business name, the Licensing Section in DRE's Sacramento office should be contacted for clarification. The fictitious business name cannot be used by the licensee until the name has been added to the license and appears on DRE's Web site. It is suggested that a fictitious business name request be submitted as early as possible prior to the date you intend to use the name, since processing time for adding a fictitious business name can vary depending on the workload in the Broker/Corporation Unit. Please help us to help you avoid delays by making certain that you submit a properly completed change application and fictitious business name statement. This will serve to eliminate any unforeseen problems that may affect the process. 🏠



Senior Deputy Commissioner Gary Sibner of the DRE Mortgage Lending Unit informed a group of seniors about reverse mortgages at the Ventura County Area Agency for Aging on October 10, 2001.2

Disciplinary Action — June 2001 to Aug. 2001



- ✓ 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 – RealO

estate broker; RREB – Restricted realO estate broker; RES – Real estate sales-O person; RRES – Restricted real estateO salesperson; PRLS – Prepaid rental list-O ing service; RPRLS – Restricted pre-O paid rental listing service; REO – RealO estate officer; REC – Real estate corpo-O ration]O

Below are brief summaries of variousO regulations and code sections. The fullO text of the sections is found in the Busi-O ness and Professions Code and the O Regulations of the Real Estate Com-O

missioner, O both of whichO are printed inO the *Real tate Law book*. The *Real tate Law* book is available for purchaseO from the Department of Real Estate. O Disciplinary actions that are “stayed”O means “a delay in carrying out” all orO part of the recommended discipline. O

Commissioner's Regulations

- 2n15n Licensee's failure to maintain current business or mailing address with DREn
- 2n26n Failure to have broker-salesperson agreementsn
- 2n 1n Unauthorized use of fictitious business namen
- 2n52n Broker's failure to notify DRE of salesperson employmentsn
- 2n5n Broker's failure to retain salesperson's license at main office or return the licensen
- 2n 1n Failure to keep proper trust fund recordsn
- 2831.1n Inadequate separate trust fund beneficiary recordsn
- 2831.2n Failure to reconcile trust accountsn
- 2n 2n Failure to comply with trust fund handling provisionsn
- 2832(a)n 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 receiptn
- 2832.1n Failure to obtain permission to reduce trust fund balance in multiple beneficiary accountsn
- 2n Trust account withdrawals by unauthorized or unbonded person
- 2n Failure to give approved borrower disclosuresn
- 29n Failure to submit advance fee material for reviewn
- 29n2n Advance fee accountingsn

Business and Professions Code

- 475(a)(1)n Making false statement in license application
- 480(a)n Denial of real estate license on grounds of conviction of crime, dishonest or fraudulent act, or act which would warrant suspension or revocation of licensen
- 480(c)n Denial of license on grounds of false statement in licensen application
- 490n Substantially related criminal conviction
- 498n License obtained by fraud or misrepresentation
- 10085n Failure to submit advance fee materialsn
- 10130n Acting without licensen
- 10137n Unlawful employment or payment of compensation
- 10145n Trust fund handlingn
- 10145(a)n Trust fund handlingn
- 10145(c)n Failure by salesperson to deliver trust funds to brokern
- 10146n Advance fee handlingn
- 10148n Failure to retain records and make available for inspection
- 10159.2n Failure by designated officer to supervise licensed acts ofn corporation
- 10159.5n Failure to obtain license with fictitious business namen
- 10160n Failure to maintain salesperson licenses in possession of brokern
- 10161.8n Failure of broker to notify Commissioner of salesperson employmentsn
- 10161.8(a)n Failure of broker to notify Commissioner of salesperson employmentsn
- 10162n Failure to maintain a place of businessn
- 10167.9(a)n Failing to provide a completed prepaid rental listing servicen contractn
- 10167.9(c)n Failure to file a PRLS contract with DREN
- 10167.11(a)n False, misleading or deceptive advertising or description of an rental propertyn
- 10167.11(b)n Referral of tenant to unavailable or nonexistent rental propertyn
- 10167.12(a)n Violation of PRLS provisionsn
- 10176(a)n Making any substantial misrepresentation

- 10176(b)n Making false promisenn
- 10176(e)n Commingling trust funds with brokers fundsn
- 10176(g)n Secret profit or undisclosed compensation
- 10176(i)n Fraud or dishonest dealing in licensed capacityn
- 10177(a)n Procuring a real estate license by misrepresentation or material false statementn
- 10177(b)n Conviction of crimenn
- 10177(d)n Violation of real estate law or regulationsn
- 10177(f)n Conduct that would have warranted denial of a licensenn
- 10177(g)n Negligence or incompetence in performing licensed actsn
- 10177(h)n Failure to supervise salespersons or licensed acts of corporation
- 10177(j)n Fraud or dishonest dealing as principaln
- 10177(k)n Violation of restricted license condition
- 10177.5n Civil fraud judgment based on licensed actsn
- 10229(a)n Violation of multi-lender requirementsn
- 10229(e)n Violation of multi-lender requirementsn
- 10229(g)n Violation of loan to value limits on multi-lender loansn
- 10240n Failure to give mortgage loan disclosure statementsn
- 10241n Improper mortgage loan disclosure statementsn

REVOKED LICENSES

Fresno Region

Herring, Tammy Ranie (RES)c
329 S. Kern St., Farmersvillenn
Effective: 8/2/01n
Violation: 498, 10177(a)n

Isquierdo, Gus Escamitta (RES)c
155 North K St., #8, Dinubann
Effective: 6/26/01n
Violation: 490, 10145(c),n
10176(i), 10177(b)(d)n

Rios, Joey A. (RES)c
4682 W. Swift Ave., Fresno
Effective: 7/18/01n
Violation: 10177(a)n

Los Angeles Region

Calvo, Vanessa M. (REB)c
921 East 29th St., Hiialeah, FLn
Effective: 7/3/01n
Violation: 2832, 2834, 10137,n
10145, 10177(d)(g)n

Cisneros, Victor Manuel (RES)c
9806 Casiano Ct.,n
Rancho Cucamongann
Effective: 8/20/01n
Violation: 490, 10177(b)n

Davis Kent Ivan (REB)c
PO Box #243, Malibunn
Effective: 6/20/01n
Violation: 10177.5n

Ealy, Desiree Rochelle (RES)c
7303 Summertime Ln.,n
Culver Cityn
Effective: 6/14/01n
Violation: 498, 10177(a)n

Frias, Margaret M. (RES)c
14035 Badger Ave., Sylmar
Effective: 8/30/01n
Violation: 490, 10177(b)n

Garcia, Inez (REB)c
3321 1/2 W. Beverly Blvd.,n
Montebellonn
Effective: 8/1/01n
Violation: 10148, 10177(g)(h)n

Griggs, Larry Lee (REB)c
14 Woodpine, Irvinenn
Effective: 8/20/01n
Violation: 490, 10177(b)n

Haltom, Paul Theodore III (RES)c
33282 Golden Lantern, Ste. 109,n
Dana Pointn
Effective: 7/19/01n
Violation: 490, 10177(b)n

Hanley, Jason Daniel (RES)c
24303 Woolsey Canyon Rd.,n
#147, Canoga Parkn
Effective: 6/11/01n
Violation: 490, 10177(b)n

Jones, Derrek Alan (RES)c
5601 W. Slauson, #244,n
Culver Cityn
Effective: 6/11/01n
Violation: 10137, 10145(c),n
10177(d)(j)n

**Kim, Moses Jae-Ho (RES)c**

5391 Burlingame Ave.,n
Buena Parkn
Effective: 8/21/01n
Violation: 490, r10177(b)n

Lee, Robb Douglas (RES)c

23261 Telfair Dr., Laguna Nigueln
Effective: 8/16/01n
Violation: 480(c), 10177(a)n

Llaneras, Manuel Alberto (RES)c

4111 West 239th St., Torrance
Effective: 8/6/01n
Violation: 10130, r10145(c),n
10177(d)(j)n

Logreco, Frank D H (RES)c

7210 Jordan Ave., #C-102,n
Canoga Parkn
Effective: 6/20/01n
Violation: 490, r10177(b)n

Maguire, Charles Joseph (RREB)c

73091 Country Club Dr., #A-4,n
Palm Desertn
Effective: 2/15/01n
Violation: 2715, 2731, 2972,n
10085, 10146, 10159.5, 10162,n
10176(a)(e)(i), r10177(d)(j)(k)n

Mbolo, Billington (RES)c

PO Box r205, Loma Lindan
Effective: 6/19/01n
Violation: 490, r498, 10177(a)(b)n

McCombs, Joel D. (RES)c

P.O. Box r71, Altadena
Effective: 6/12/01n
Violation: 10177.5n

Milbourn, Derrick Rudolph (RES)c

18543 Devonshire St., #337,n
Northridgen
Effective: 8/7/01n
Violation: 498, 10177(a)n

Mortgage Capital Resource Corporation (REC)c

2038 Iowa Ave., Ste. 110,n
Riversiden
Effective: 6/13/01n
Violation: 10148, r10177(d)n

Page, Adam (RES)c

1928 Sherbourne, Los Angelesn
Effective: 8/8/01n
Violation: 490, r10177(b)n

Patterson, Kimberly Renee (RES)c

8860 Corbin Ave., #271,n
Northridgen
Effective: 6/19/01n
Violation: 10130, r10177(d)(j)n

Pine, Evan Neal (RES)c

1250 S. Brookhurst, #1047,n
Anaheimn
Effective: 6/21/01n
Violation: 498, 10177(a)n

Ponce, Eugene Huizar (RRES)c

5757 Oakbrook St., Long Beachn
Effective: 8/20/01n
Violation: 490, r10177(b)(k)n

Rivas, Shannette Denise (RES)c

144 Racquet Club Dr., Compton
Effective: 8/7/01n
Violation: 490, r10177(b)n

Rodriguez, Ivan A. (RES)c

7444 Florence Ave D, Downeyn
Effective: 6/25/01n
Violation: 490, r10177(b)n

Rube, John Paul (RES)c

27361 Sierra Hwy, #88,n
Canyon Country
Effective: 6/20/01n
Violation: 490, r498, 10177(a)(b)n

Shervanloo, Delnaz (RES)c

2945 Westwood Blvd.,n
Los Angelesn
Effective: 7/16/01n
Violation: 490, r10177(b)n

The Road Is There, Inc. (PRLS)c

1265 Westwood Blvd.,n
Los Angelesn
Effective: 7/3/01n
Violation: 10167.9(a)(c),n
10167.11(a)(b), r10167.12(a)n

Top Line Mortgage Corp. (REC)c

16350 Ventura Blvd., Ste. 179,n
Encinon
Effective: 6/19/01n
Violation: 10148, r10177(d)n

Usanga, Uwem S. (RES)c

PO Box r52311, Los Angelesn
Effective: 8/16/01n
Violation: 490, r10177(b)n

Varela, Nancy (RRES)c

PO Box 1211, San Fernandon
Effective: 6/28/01n
Violation: 10145(c), r10176(i),n
10177(d)(g)n

Verdugo, Antony (RES)c

11748 Lucena Ave., Fontanan
Effective: 8/13/01n
Violation: 475(a)(1), r480(c),n
10177(a)n

Walton, Baxter Winthrop (RES)c

3115 Kelp Ln., Oxnardn
Effective: 6/28/01n
Violation: 498, 10177(a)n

Wong, Jesse (RES)c

PO Box 6010-770,n
Sherman Oaksn
Effective: 6/26/01n
Violation: 490, 10177(b)(f)n

Oakland Region**Cox, Karen Bernice (RES)c**

P.O. Box 276, Danvillenn
Effective: 6/6/01n
Violation: 10177(a)n

Fesuser, Mario M.S.B. (REB)c

3674 Mt. Diablo Blvd., Lafayette
Effective: 8/27/01n
Violation: 2831, 2831.1, 2832,n
2832.1, 10145, 10148, 10176,n
10177n

Hunter, Brett A. (RES)c

1399 Ygnacio Valley Rd., #2,n
Walnut Creekn
Effective: 8/27/01n
Violation: 480(a), r498,n
10177(a)(b)n

Loredo, Rodney Paul (RES)c

97 Shereen Pl., Campbelln
Effective: 6/26/01n
Violation: 490, r10177(b)n

Rivers, Charles Russell (RES)c

137 Colgett Dr., Oaklandn
Effective: 8/27/01n
Violation: 10130, 10177(d)n

Seney, Kevin Michael (REB)c

567 Sycamore Valley Rd West,n
Danvillenn
Effective: 6/5/01n
Officer of: The Home Loan Storen
Violation: 10177.5n

The Home Loan Store (REC)c

411 Hartz Ave., #E, Danvillenn
Effective: 6/5/01n
Violation: 10177.5n

Sacramento Region**Bilardi, Dennis David (RES)c**

18446 Hidden Valley Rd.,n
Middletown
Effective: 6/1/01n
Violation: 10177(a)n

Boston, Russell Craig (RES)c

7353 Souza Circle, Sacramenton
Effective: 6/12/01n
Violation: 10130, r10137,n
10177(d)n

Clark, Eric Steven (REB)c

7273 Pocket Rd., Sacramenton
Effective: 7/16/01n
Violation: 490, r10177(b)n

Collins, Kelli Lynn (RES)c

P.O. Box 10941, Truckeenn
Effective: 6/6/01n
Violation: 10177(a)n

Dent, Chuck L. (RES)c

10187 Bond Rd., Elk Groven
Effective: 8/28/01n
Violation: 10176(a)(b)(i)n

Elliott, George Owen (RES)c

16822 Patricia Way, Grass Valleyn
Effective: 6/28/01n
Violation: 490(a), r10177(b)n

Margerum, Kevin (REB)c

3090 Pioneer Hill Rd., Placervillenn
Effective: 6/11/01n
Violation: 10148, r10177(d)n

Mauvais, William James (REB)c

5050-A Glide Dr., Davisn
Effective: 6/14/01n
Violation: 490, r10177(b)n

Over, Frank Edgar Jr. (REB)c

419 Mason St., Ste. 113,n
Vacavillenn
Effective: 6/14/01n
Violation: 490, r10177(b)n

Sommer, Thomas Joseph (REB)c

8658 Acapulco Way, #3,n
Stockton
Effective: 8/6/01n
Violation: 10148, r10176(i),n
10177(d)n

Thompson, Thomas Sean (REB)c

PO Box 219, Cedar Ridgen
Effective: 7/23/01n
Violation: 490, 10177(b)n

San Diego Region**Albert H. Smith Real Estate, Inc. c (REC)c**

533 West G St., Brawley
Effective: 8/27/01n
Violation: 2831, 2831.1, 2832.1,n
10145, 10148, 10177(d)(g)n

Fuller, Christian E. (RES)c

4004 N. Cordoba Ave.,n
Spring Valleyn
Effective: 6/14/01n
Violation: 490, r10177(b)n

Johnson, Courtney Sybil (RES)c

PO Box 1391, La Jollan
Effective: 8/6/01n
Violation: 498, 10177(a)n

Lozano, Joseph Alan (RES)c

5166 Biltmore St., San Diegon
Effective: 8/15/01n
Violation: 490, r10177(b)n

Mitchell, David John (RES)c

2423 Camino Del Rio South,n
#103, San Diegon
Effective: 6/4/01n
Violation: 10177.5n

Smelser, Teresa Marie (REB, REO)

205 S. Imperial, Brawley
Effective: 8/27/01n
Officer of: Albert H. Smith Realn
Estate, Inc.n
Violation: 2831, 2831.1, 2832.1,n
10145, 10148, 10177(d)(g)n

Tenen, Elaine (RES)c

749 J Ave., Coronadon
Effective: 6/14/01n
Violation: 490, r10177(b)n

Vesper, Michael (RES)c

1450 N. Santa Fe, C-410, Vistan
Effective: 6/27/01n
Violation: 490, r10177(b)n

Welch, M. Arthur (RES)c

PO Box 1996, Carlsbadn
Effective: 7/2/01n
Violation: 490, r10177(b)n

**REVOKED WITH A RIGHT TO AN
RESTRICTED LICENSE****Fresno Region****Lacey, Thomas Adrian (REB)c**

1522 H St., Modeston
Effective: 6/20/01n
Violation: 10177(f)n
Right to RREB license on termsn
and conditionsn

Los Angeles Region**Conner, Alva Louis (RES)c**

2470 Stearns St., Simi Valleyn
Effective: 8/28/01n
Violation: 10177.5n
Right to RRES license on termsn
and conditionsn

Diaz, Jesus (RES)c

11711 Whittier Blvd., Whittiern
Effective: 8/20/01n
Violation: 10176(a)n
Right to RRES license on termsn
and conditionsn

Duenas, Maribel (RES)c
11711 Whittier Blvd., Whittier
Effective: 8/20/01n
Violation: 10176(a)n
Right to RRES license on termsn
and conditionsn

Espinoza, Mario Cesar (RES)c
6245 S. Atlantic Ave., #198, Belln
Effective: 8/20/01n
Violation: 10176(a)n
Right to RRES license on termsn
and conditionsn

Felker, Gregory James (RES)c
33122 Southwind Ct.,n
San Juan Capistrano
Effective: 7/5/01n
Violation: 10177(a)n
Right to RRES license on termsn
and conditionsn

Hardwick, Sharon Kline (REB)c
31630 Railroad Canyon Road,n
Canyon Laken
Effective: 8/30/01n
Violation: 2831, 2831.2, 2832.1,n
10145, n10177(d)n
Right to RREB license on termsn
and conditionsn

**Hernandez, Concepcion Connie G.c
(RES)c**
21630 Cedar St., Wildomarn
Effective: 8/13/01n
Violation: 10130, 10145(c),n
10177(d)n
Right to RRES license on termsn
and conditionsn

James, Aniefiok Nse (REB)c
6310 West 89th St., Ste. 218,n
Westchestern
Effective: 7/13/01n
Violation: 10177.5n
Right to RREB license on termsn
and conditionsn

Tamayo, Richard (REB)c
5350 E. Beverly Blvd.,n
Los Angelesn
Effective: 6/12/01n
Violation: 10177(g)n
Right to RREB license on termsn
and conditions; RREB licensen
suspended for 180 days-90 daysn
stayed for 2 years on terms andn
conditionsn

Thomas, Ken (REB)c
16222 Monterey Ln.,n
Huntington Beachn
Effective: 8/2/01n
Violation: 10177(f)(g)n
Right to RRES license on termsn
and conditionsn

Oakland Region

Geritz Realty, Inc. (REC)c
1732 East 14th St., San Leandron
Effective: 8/21/01n
Violation: 10145, 10177(d)n
Right to RREC license on termsn
and conditionsn

Geritz, John Philip (REB, REO)c
1732 East 14th St., San Leandron
Effective: 8/21/01n
Officer of: Geritz Realty, Inc.n
Violation: 10177(h)n
Right to RREB license on termsn
and conditionsn

Mateo, Guillermo Quicho Jr. (REB)
1272 Southgate Ave., Daly Cityn
Effective: 7/26/01n
Violation: 10177.5n
Right to RREB license on termsn
and conditionsn

Trotter-Vogel Realty, Inc. (REC)c
180 El Camino Real, San Brunon
Effective: 6/20/01n
Violation: 2832.1, n10145,n
10177(d)n
Right to R(REC) license on termsn
and conditionsn

Sacramento Region

Baker, Mark F. (REB, REO)c
8409 Misty Oak Way, Antelopen
Effective: 6/13/01n
Violation: 2731, n10137,n
10177(d)n
Right to RREB license on termsn
and conditionsn

**Montgomery, Margaret Annee
(REB)c**
1931 High Ridge Ct., Ste. A.n
Walnut Creekn
Effective: 8/21/01n
Violation: 490, n10177(b)n
Right to RREB license on termsn
and conditionsn

Ybarra, Lisa R. (RES)c
3146 Bonanza Dr., Cameron Parkn
Effective: 6/13/01n
Violation: 10130, n10177(d)(f)n
Right to RRES license on termsn
and conditionsn

San Diego Region

Alkire, Anita Marie (REB, REO)c
1550 Hotel Circle North, #100,n
San Diegon
Effective: 6/21/01n
Violation: 10177(h)n
Right to RREB license on termsn
and conditionsn

American Spirit Realty (REC)c
951 Hanover St., San Diegon
Effective: 6/21/01n
Violation: 2731, 2831, 2831.1,n
2831.2, 2832, 2834, 10145,n
10145(a), 10148, 10177(d)n
Right to R(REC) license on termsn
and conditionsn

Najor, Linda Jamil (RES)c
1625 Highland Cove,n
Solana Beachn
Effective: 8/2/01n
Violation: 490, n10177(b)n
Right to RRES license on termsn
and conditionsn

**Zimmerman, Gerald Julius (REB,
REO)c**
41593 Winchester Rd.,n
Ste. 210N, Temeculan
Effective: 8/1/01n
Violation: 2726, 2831, 2831.1,n
2831.2, 2832(a), 2970, 2972,n
10085, 10145, 10146, n10177(d),n
10240n
Right to RREB license on termsn
and conditionsn

SUSPENDED/ INDEFINITELY

Los Angeles Region

North Fork Financial Inc. (REC)c
2101 East nth St., #210-A,n
Santa Anan
Effective: 6/14/01n
Violation: 10162, n10165n

San Diego Region

Harris, Timothy Wayne (REB)c
7484 University Ave., Ste. J,n
La Mesan
Effective: 6/14/01n
Violation: 2715, n10162,n
10177(d)n

SUSPENDED WITH STAYI

Los Angeles Region

Amerimax Realty Financial (REC)c
1499 Quail, #135,n
Newport Beachn
Effective: 8/14/01n
Violation: 2742, 2752, 2753,n
2840, 10160, 10161.8(a), 10165,n
10176(g), 10177(d)(f)(g), 10240,n
10241n
Suspended for 60 days-stayed forn
2 years on terms and conditionsn

Boggs, Virginia Clanton (REB)c
16429 Bellflower Blvd.,n
Bellflower
Effective: 7/2/01n
Violation: 2831, 2831.1, 10145,n
10177(d)n
Suspended for 90 days-stayed forn
2 years on terms and conditionsn

**Home Services Unlimited, Inc.c
(REC)c**
6888 Lincoln Ave., Ste. A,n
Buena Parkn
Effective: 8/30/01n
Violation: 2752, 2832, 2834,n
10145, 10161.8, 10177(d)(g)n
Suspended for 60 days-stayed forn
2 years on terms and conditionsn

Ko, Francis (REB, REO)c
6888 Lincoln Ave., Ste. A,n
Buena Parkn
Effective: 8/30/01n
Officer of: Home Servicesn
Unlimited, Inc.n
Violation: 10159.2, n10177(h)n
Suspended for 60 days-stayed forn
2 years on terms and conditionsn

Rausch, Sandra K. (REB, REO)c
1400 Quail, #135,n
Newport Beachn
Effective: 8/14/01n
Officer of: Amerimax Realtyn
Financialn
Violation: 2742, 2752, 2753,n
2840, 10159.2, 10160,n
10161.8(a), 10165, 10176(g),n
10177(d)(f)(g)(h), 10240, 10241n
Suspended for 60 days-stayed forn
2 years on terms and conditionsn

Russ, Charles Francis (RES)c
11611 San Vicente Blvd.,n
Los Angelesn
Effective: 8/22/01n
Violation: 10177(g)n
Suspended for 80 days-stayed forn
1 year on condition

Oakland Region

Alden, Marion Ellen (RES)c
PO Box 9166, Pittsburgn
Effective: 7/26/01n
Violation: 10176(a)n
Suspended for 60 days-30 daysn
stayed for 1 year on terms andn
conditionsn

Ferem, Joseph Phillip (REB)c
1501 Old Bayshore Hwy,n
Burlingamen
Effective: 7/12/01n
Violation: 2831.1, n2831.2,n
10177(d), 10229(a)(e)(g), 10240n
Suspended for 80 days-stayed forn
2 years on terms and conditionsn

San Diego Region

Garber, Steven S. (REB, REO)c
12540 Oaks North Dr., Ste. G,n
San Diegon
Effective: 8/7/01n
Officer of: Seacoast Equities,n
Inc.n
Violation: 10137n
Suspended for 80 days-stayed forn
1 year on conditionsn

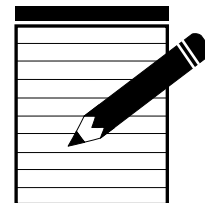
Sardon Corp. (REC)c
8870 La Mesa Blvd., La Mesan
Effective: 8/8/01n
Violation: 2726, 2731, 2752,n
2831, 2831.1, 2831.2, 2834,n
10177(d)n
Suspended for 80 days-stayed forn
2 years on terms and conditionsn

Seacoast Equities, Inc. (REC)c
7839 University Ave., #103,n
La Mesan
Effective: 8/7/01n
Violation: 10137n
Suspended for 80 days-stayed forn
1 year on conditionsn

Williams, Roy Everett (REB, REO)c
8870 La Mesa Blvd., La Mesan
Effective: 8/8/01n
Officer of: Sardon Corp.n
Violation: 10177(h)n
Suspended for 80 days-stayed forn
2 years on terms and conditionsn



Advance Fees – uses and requirements



An advance fee includes any up front fee or retainer collected by a broker in exchange for the promise to perform certain services (Business and Professions Code Section 10026). Some examples of services where licensees have elected to charge advance fees are: advertising a property on the Internet, providing certain types of signage, placing a special type of advertisement, and processing and/or underwriting loan applications (typically large commercial loans). The laws regulating advance fees apply to all licensees, including those in the areas of commercial real estate and lending as well as those engaged in business brokerage activities.

Before collecting an advance fee, a broker must obtain the Department's approval of the agreement and other advance fee materials (Business and Professions Code Section 10085). Since the circumstances in which a broker may wish to collect an advance fee are so varied, the Department cannot issue a *blanket* approval or contract. Therefore, before collecting an advance fee, a broker must submit the agreement that he or she wishes to use to the DRE for approval. Brokers who use pre-printed forms with *retainer* clauses or other

advance fee provisions obtained from stationary stores may discover that these may not comply with the Real Estate Law and could expose the broker to possible license disciplinary action.

In order to obtain approval of an advance fee contract, the following essential elements must be a part of the advance fee agreement:

- The agreement must be in contract form, with spaces for dating and execution by the broker and principal(s).
- The agreement must obligate the principal to pay, at a specified time, a specified advance fee.
- The agreement must obligate the broker to deposit the advance fee into a trust account and provide the principal(s) with the verified accountings required by Business and Professions Code Section 10146.
- The agreement must obligate the broker to use the advance fee to fund specified services for the principal's benefit.
- The materials must allocate estimated portions of the advance fee to each of the services the broker

agrees to provide.

- The agreement must obligate the broker to complete the advance fee services by a specified date.
- The agreement may not characterize any portion of the advance fee as non-refundable.
- The agreement must be in not less than 10-point type.
- The agreement cannot contain any provision that purports to relieve or exempt the person collecting the advance fee from any obligation to fulfill verbal or other written agreements and representations made by employees and agents of the person contracting for the advance fee.

While not considered a true advance fee service, some brokers engage in the business of operating a Prepaid Rental Listing Service (PRLS), which is the business of supplying prospective tenants with listings of residential real properties for tenancy in which the tenant is required to pay an advance fee or con-

Continued on page 9

LICENSE SURRENDERED

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

Fresno Region

Pinion, Vickie Dale (REB)c
1625 E. Shaw, #116, Fresno
Effective: 6/12/01n

Los Angeles Region

Dodge, Philip Preston (RES)c
5000 Birch St., Ste. 5600,n
Newport Beachn
Effective: 6/7/01n

Holt, Jeffrey John (REB)c
80-194 Delphi Ct., Indion
Effective: 6/11/01n

Ouyang, Mei Ling (RES)c
1742 Vista Del Valle, Arcadian
Effective: 7/26/01n

Sukhija, Kuldip S. (REB)c
13172 Doss Ct., Granda Hillsn
Effective: 6/7/01n

Weichman, Roland Earle (REB,c REO)c
100 Scholz Plaza, PH14,n
Newport Beachn
Effective: 8/27/01n

Oakland Region

Boudreau, James Joseph (RES)c
730 Barron Ave., Redwood Cityn
Effective: 7/5/01n

Gustavsen, John Edward (REB)c
15495 Los Gatos Blvd., #4,n
Los Gatosn
Effective: 7/2/01n

Perasso-W, Janette Patrice (RES)c
2315 Bay Meadows Circle,n
Pleasanton
Effective: 8/8/01n

Ramos, Maria Jocelyn (RES)c
22 Crown Circle,n
South San Franciscon
Effective: 6/26/01n

Wayne E. Rogers, Inc. (REC)c
4325 Moorpark Ave., San Josen
Effective: 6/11/01n

Sacramento Region

Simmons, Max Russell (RES)c
2110 Walbridge St., Red Bluffn
Effective: 6/18/01n

San Diego Region

Roberts, Noyes Weldon (RES)c
12311 Lomica Dr., San Diegon
Effective: 6/19/01n

INDEFINITE SUSPENSIONS (under Recovery Acct. provisions)

Castro, Dario Gutierrez (RES)c
700 W. Third St., B-310,n
Santa Anan
Effective: 6/13/01n

Henderson, William Sherman (REB)c
3889 Exmoor Cir., Sacramenton
Effective: 8/17/01n

Kasper, Bruce Gary (REB)c
1975 Hamilton Ave., Ste. 25,n
San Josen
Effective: 7/6/01n

Lavey, Jack Matthews (REB)c
4183 First St., Pleasanton
Effective: 7/6/01n

Moguel, Pamela Lyn (REB)c
864 S. Robertson Blvd., #101,n
Los Angelesn
Effective: 7/9/01n

Advance Fees

Continued from page 8

temporaneous fee to specifically obtain rental listings or to purchase any other product or service in order to obtain such listings.

Prior to engaging in the PRLS business, a broker must first obtain approval of their proposed contract from the Department (Business and Professions Code Section 10167.9). Specifically, Section 10167.9 requires the broker to submit to the Department for its review a copy of the proposed contract to be used in the PRLS business. This contract must include the following:

- The services to be provided by the broker.
- The tenant's specifications for rental property.
- The name, address, and phone number of the licensee.
- Acknowledgment of receipt of the fee.
- Contract expiration date.
- *Right to Refund* language.
- Small-claims court remedy.
- A clause stating that the purchase of any service other than the listing is optional.
- Signature of the licensee.

As previously mentioned, the advance fee definition includes much more than just the collection of up front fees to promote the purchase or

New DRE Web Site Features

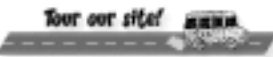
The DRE is continually improving its Web site to better serve licensees and consumers. Check out the following new features at www.dre.ca.gov:



Información En Español — Includes information in Spanish about the DRE's operations, objectives, services, program areas, and office locations as well as Spanish translations of the following DRE publications: *Using the Services of a Mortgage Broker*, *Living in a California Common Interest Development*, and *A Consumer Guide to Filing Real Estate Complaints*.



Reference Book — All 29 chapters of this real estate guide are available in a format compatible with Adobe Acrobat Reader. Special features include quick links to chapters, a detailed table of contents, and bookmarks within each chapter to enhance ease of use.



Web Site Tour — A virtual guide to the DRE Web site, including an overview of changes on the way.

sale of real property, therefore, this article is not intended to be an all-inclusive treatment of the subject of advance fees. A broker considering collecting an advance fee for any purpose should review Business and Professions Code Sections 10026, 10027, 10085, 10085.5, 10046 and 10167 as well as Commissioner's Regulations 2970 and 2972. The PRLS requirements can be found in the Business and Professions Code starting at Section 10167 to 10167.17.

Licensees may also call the Advance Fee Review Desk or PRLS Desk at (916) 227-0770 with questions regarding advance fees or Prepaid Rental Listing Services. 🏠

Because You Asked Availability of Hazards Booklets

The DRE has received numerous inquiries regarding where to obtain the Environmental Hazards: A Guide for Homeowners, Buyers, Landlords and Tenants booklet referred to in Civil Code Section 2079.7. The booklet has been maintained and updated by the California Association of REALTORS® for several years. To purchase the booklet, go to the C.A.R. Product Mall Online at www.car.org/mall/mall.htm or call Val Forms, a private vendor, at (925) 461-0570.



The Homeowner's Guide to Earthquake Safety and The Commercial Property Owner's Guide to Earthquake Safety, as well as many other informational booklets about geological hazards, are available through the Seismic Safety Commission. To order the booklets, go to www.seismic.ca.gov or call (916) 263-5506.

Postal Statement

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Classroom Cash?

New educator loans may boost sales

A newly developed Extra Credit Teacher Program may assist real estate licensees in expanding their client base and selling more homes. Launched in July, the California Housing Finance Agency's (CHFA) Extra Credit Teachers Program provides below market interest rates on a CHFA first loan, in combination with a forgivable interest CHFA deferred payment second loan, for qualified teachers and principals seeking financing assistance with the purchase of a first home.

By offering assistance with affordable housing, the program provides a recruitment incentive for quality teachers and principals to accept – and remain – in positions at low performing schools. In return, schools become the recipients of increased academic standing and are better able to provide students with high quality education.

With a projected teacher shortage of 250,000 over the next ten

years, administrators are having a difficult time attracting and retaining quality educators in low performing schools. Contributing to the challenge is the average teacher salary of \$38,635 and statewide median housing price of \$276,590. Says Jerry Smart, CHFA's Chief of Homeownership Programs, "We think real estate licensees can use this as a tool for making sales to educators who might not otherwise qualify for a home loan. This program may help bridge the enormous gap between educator salaries and home purchase prices in California."

Cynthia Meza, a teacher for eight years in a low performing Southern California school, recently became a first-time homeowner with the Extra Credit Teacher Program. "I looked at a lot of places for assistance before my lender informed me of this new program," says Meza, who is very excited and glad to have the opportunity to purchase a home.

Program Highlights include:

1. Extra Credit Teacher Program CHFA first loan
 - 30-year term
 - Fixed, below market interest rate
 - Loan amount to the maximum a teacher or principal qualifies for based on income
2. Extra Credit Teacher Program CHFA second loan
 - 30-year term
 - Deferred payments (no monthly payment required)
 - Forgivable interest rate from 5% to 0% based on number of years of service to low performing school

Those interested in obtaining more information about qualifications and details are encouraged to contact CHFA lenders, or CHFA, ECTP Programs, 1121 L Street, 7th Floor, Sacramento, CA 95814. Phone 1-800-789-2432; fax 1-916-324-6589; or visit the CHFA Web site at www.chfa.ca.gov. 🏠

Cool Weather Energy Tips

Use your appliances wisely

- Turn off appliances, lights and equipment when not in use.
- Set your thermostat to 68 degrees when you're home and 55 degrees at night, or off when you're away.
- To help prevent electricity outages, **do not run large appliances** between 5 a.m.–9 a.m. and 4 p.m.–7 p.m.
- Do your laundry efficiently by using the warm or cold water setting for washing your clothes and **always** use cold water to rinse clothes. If housing restrictions allow, dry clothes outside when the weather is warm.
- Conserve energy by running your dishwasher only when it is fully loaded, and turn off the dry cycle to allow dishes to air dry instead.

Inexpensive energy solutions

- Choose **Energy Star®** products. Purchase compact fluorescent light bulbs. They use a quarter of the energy and last five to ten times longer than conventional light bulbs.
- Reduce your hot water temperature. Set your water heater to the normal setting or 120 degrees unless the owner's

manual for your dishwasher requires a higher setting.

- Replace disposable furnace filters once a month or clean electrostatic filters according to manufacturer instructions. Dirty filters restrict airflow and increase energy use. Keep your furnace clean, lubricated and properly adjusted.
- Install low-flow showerheads. You'll be surprised how much this simple device can cut your hot water costs.
- Wrap your hot water tank with jacket insulation. If your water heater is gas, be sure to leave the air intake vent uncovered.



Eliminate wasted energy

- Turn off lights in unoccupied rooms.
- Unplug electronic devices and chargers when they're not in use.
- Close the damper on your fireplace when you're not using it.
- Unplug that spare refrigerator in the garage if you don't really need it.

Check out www.flexyourpower.ca.gov for more information and ways to save money!

Real Estate Publications

Purchase information

DRE publications may be purchased/ordered by mail, by fax, by phone, or in person. (Refer to specific payment methods below.)

For your convenience, most publications are available at no cost on our Web site at <http://www.dre.ca.gov>.

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) 0853.

In person from District Office — Complete Parts A, B, and C (if appropriate). Offices are located in Sacramento, Los Angeles, Oakland, Fresno, and San Diego.

Acceptable payment methods

- Personal check, cashier's check or money order should be made payable to: Department of Real Estate.
- VISA and MasterCard credit cards may used to purchase DRE publications.
- Cash is acceptable only if purchasing in person and only if it's the exact amount of purchase.

Miscellaneous information

- Mail orders originating in California and over-the-counter sales must include the state sales tax (7.5% for mail orders; effective 1/1/02 tax rate will be 7.75). Requests and fees will be returned if the appropriate sales tax is not included.
- Prices are subject to change.
- Orders received with incorrect payments will be returned.
- **All sales are final — no refunds.**
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Commissioner dedicates funds for real estate education

Real Estate Commissioner Paula Reddish Zinnemann presented the California Community Colleges with a \$50,000 ceremonial check representing funding for real estate education at the fall Real Estate Educators' Conference. Butch Grimes, real estate practitioner from Los Angeles, and Joe Newton, real estate educator from Bakersfield, accepted the check on behalf of the Chancellor's Office.

By statute, the Department of Real Estate earmarks a portion of license fees for the advancement of real estate education. Last year, \$50,000 was appropriated and used to update existing community college instructor guides and student study guides to reflect current statutes, regulations, decisional law and industry practices and standards for real estate principles, practices, eco-



Pictured from left to right: Butch Grimes, Joe Newton and Real Estate Commissioner Reddish Zinnemann

nomics, appraisal and finance courses. A new instructor guide and student study guide for the mortgage loan brokering and lending course was developed as well.

The Commissioner also delivered

a keynote speech at the conference, in which she reported on the status of her education study group, provided an update on DRE activities and plans and responded to questions from the audience. 🏠