



REAL ESTATE BULLETIN

CLARK WALLACE
Real Estate Commissioner

Spring 1992

PETE WILSON
Governor

Commissioner's Message Long Range Plan Presented

In the Fall edition of the *Real Estate Bulletin* I announced my intention to work closely with DRE staff to develop a four-year plan for the Department. Starting in August, we began a series of meetings to develop this long range plan. This was a brand new first time effort for the Department. Senior staff enthusiastically tackled the challenge and developed a final product with which I am quite pleased. The ideas and concerns of DRE staff at all levels were considered as were the needs of the consumer and the real estate industry.

This issue of the *Bulletin* presents the long range plan (*see page 3*) which will guide the Department for the next four years. This is our four-year road map as we view it now. As you will see, most of it requires further detailing and "implementation strategies" which will require further assistance from staff, industry and consumers. Since the planning process is an ongoing one, we will be reviewing our plan on an annual basis and making appropriate adjustments.

Mortgage Loan Advertising Disclosures

*submitted by Larry Smith,
Managing Deputy Commissioner IV, Mortgage Lending Activities*

Assembly Bill 360 (Johnson) added various sections to the Business and Professions Code which require new disclosures by real estate licensees with respect to mortgage loan advertising.

Effective January 1, 1992, a real estate broker advertising the making or arranging of a mortgage loan must disclose within the

Required disclosure: "Real estate broker - California Department of Real Estate."

printed or oral text of the advertisement, the license he or she is operating under and the state regulatory entity supervising that type of loan transaction. The following wording is deemed to be in compliance with this required disclosure: "Real estate broker - California Department of Real Estate."

The only acceptable modifications to the above will be abbreviations to the words "California" and "Department". These may be "Ca", "Cal" or "Calif." and "Dept.". A

comma may be used in lieu of the dash between the words "broker" and "California".

Certain real estate brokers who meet the "threshold" criteria of Section 10232 must submit advertising to the Department for clearance prior to use. Other real estate brokers may submit loan advertising on a voluntary basis. Any such advertising submitted to the Department for clearance will be expected to contain the new disclosures.

All brokers doing loan advertising, whether or not submitted for clearance, must comply with the new disclosure. The Department intends to review various forms of media advertising to ensure compliance with this new disclosure requirement.

Single copies of Assembly Bill 360 may be obtained at no cost by contacting the Legislative Bill Room, State Capitol, Sacramento, CA 95814. Be sure to identify the bill as Assembly Bill 360, Chapter 320, Statutes of 1991.

REAC Commissioner Completes Appointments

The Winter 1991 *Real Estate Bulletin* included an introduction of eight new members of the Real Estate Advisory Commission (REAC). In this edition, Commissioner Clark Wallace is pleased to announce his appointments to the remaining two REAC positions. The following will acquaint you with these newest members.

Michael C. Cortney is President of Standard Pacific of Northern California, a residential development company, and a member of the Building Industry Association. Mr. Cortney has extensive private sector experience in land acquisition, subdivision engineering, and subdivision approval. Mr. Cortney will act as co-liasion (with REAC's Lawrence A. Valdivieso) to DRE's Subdivision Program.



Michael Cortney

Walter E. Muir is President and Chairman of the Board of Medallion Mortgage Company. Mr. Muir has been active in city government, mortgage banking, land acquisition and development, and various community and professional organizations. Presently serving as Treasurer of the California Mortgage Bankers' Association, Mr. Muir will interact primarily with DRE's Audit Program.

Commissioner Wallace welcomes his two newest REAC members and looks forward to the full Commission's advice and assistance in addressing industry and public concerns.

REAL ESTATE BULLETIN

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STATE OF CALIFORNIA
PETE WILSON, *Governor*

BUSINESS, TRANSPORTATION AND HOUSING AGENCY
CARL D. COVITZ, *Secretary*

DEPARTMENT OF REAL ESTATE
CLARK WALLACE, *Real Estate Commissioner*

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Consumer Information (415) 904-5925

PRINCIPAL OFFICE

2201 Broadway, P.O. Box 187000, Sacramento, 95818-7000
Consumer Information (916) 739-3684
Mortgage Loan Activities (916) 739-3587

LICENSING NUMBERS

General Licensing Information (916) 739-3758
Broker Examinations (916) 739-3725
Salesperson Examinations (916) 739-3726
Original Licensing (sales/brokers) (916) 739-3730
TDD for the hearing impaired only (916) 739-3753

John R. Liberator, *Chief Deputy Commissioner*
Robin T. Wilson, *Chief Legal Officer*
Betty R. Ludeman, *Assistant Commissioner, Enforcement*
Thomas R. Hensley, *Assistant Commissioner, Subdivisions*
Edward F. Quinteros, Jr. *Asst. Commissioner, Administrative Services*
Daniel M. Garrett, *Asst. Commissioner, Legislation and Public Information Services*
Fa-Chi Lin, *Chief Auditor*
Pablo Wong, *Industry/Consumer Liaison*
Larry W. Smith, *Managing Deputy Commissioner IV, Mortgage Lending Activities*
Harold E. McDonald, *Deputy Commissioner III, Publications Deputy*
Laura M. Curry, *Production Editor*

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Robert E. McCabe, *Managing Deputy Commissioner IV*

ENFORCEMENT DISTRICT OFFICES

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Consumer Information (415) 904-5925
Edward V. Chiolo, *Managing Deputy Commissioner III*
Sacramento, 2201 Broadway, P.O. Box 187000, 95818-7000
Consumer Information (916) 739-3684
Charles W. Koenig, *Managing Deputy Commissioner III*
Fresno, Room 3070, 2550 Mariposa Street, 93721
Consumer Information (209) 445-5009
Jerry Fiscus, *Managing Deputy Commissioner II*

SOUTHERN ENFORCEMENT AREA

Randy Brenda, *Managing Deputy Commissioner IV*

ENFORCEMENT DISTRICT OFFICES

Los Angeles, Room 8107, 107 S. Broadway, 90012
Consumer Information (213) 897-3399
Steve Ellis, *Managing Deputy Commissioner III*
William Moran, *Managing Deputy Commissioner II*
San Diego, Room 3064, 1350 Front Street, 92101-3687
Consumer Information (619) 525-4192
J. Chris Graves, *Managing Deputy Commissioner II*
Santa Ana, Room 639, 28 Civic Center Plaza, 92701
Consumer Information (714) 558-4491
Thomas McCrady, *Managing Deputy Commissioner III*

SUBDIVISIONS

Principal Office: Sacramento, P.O. Box 187005, 95818-7005
Thomas R. Hensley, *Assistant Commissioner, Subdivisions*
South - Los Angeles, Room 7111, 107 S. Broadway, 90012
Consumer Information (213) 897-3908
Mike Decker, *Managing Deputy Commissioner III*
North - Sacramento, P.O. Box 187005, 95818-7005
Consumer Information (916) 739-3631
Margret Stroh, *Managing Deputy Commissioner III*

**New DRE Program
Industry/Consumer Liaison**



Pablo Wong

Commissioner Clark Wallace has appointed Pablo Wong as the DRE's Industry and Consumer Liaison. Pablo, who has extensive real estate experience, will establish a new program to interface between the Department, the real estate industry and consumers. Pablo's goals include assisting the Department staff in providing effective consumer protection and the real estate industry in conducting its business in an ethical and professional manner. In this regard, Pablo will be available to facilitate the resolution of consumer and licensee complaints and to address industry and consumer groups on topics such as how to prepare for an audit, compliance responsibilities, better understanding of the real estate transaction process, etc. The commissioner and DRE staff welcome Pablo and look forward to the positive contributions his new role will bring.

**Resale of Timeshare Interests
Licensing and Advance Fee Requirements**

*submitted by E. Robert Clifton,
Deputy Commissioner II, Subdivisions North*

From time to time, a broker may be approached by an individual to handle the resale of their interest in a timeshare project.

Due to the unique nature and restricted market of these interests, some brokers, instead of handling these transactions themselves, will refer the individual to a timeshare resale company.

A broker needs to be aware that, under the Business and Professions Code, the sale of a timeshare interest (whether in estate or use) is a transaction requiring a real estate broker's license and, if referring an individual, the broker must be sure that the timeshare resale company is a licensed real estate broker.

If the broker decides to handle the transaction, he/she should be aware that any fee paid up front is classified as an "advance fee", as defined in Business and Professions (B&P) Code Section 10026. The advance fee advertising program, contract and money handling must comply with B&P Code Sections, 10085 and 10146, and Commissioner's Regulations 2970 and 2972.

Real estate brokers should make certain that they are familiar with how the licensing and advance fee laws apply to the resale of a timeshare interests before they commit to handling such transactions. β



**STATE REAL ESTATE ADVISORY
COMMISSION MEMBERS**

Shirley E. Commons Long	Mack L. Powell
Kathleen M. Connell	Guy Puccio
Michael Cortney	Evelyn A. Reeves
H. Edward Heron	Sebastiano "Seb" Sterpa
Walter Muir	Lawrence A. Valdivieso

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Long Range Plan

continued from page 3

effective, including codifying precomplaint & case closure criteria.

C. Discipline

1. Evaluate the department's disciplinary philosophy and develop guidelines for consistency in penalties and settlements.
2. Develop guidelines to encourage appropriate settlement of disciplinary cases, including evaluation of the uses of:
 - Monetary penalties
 - Restitution
 - Corrective action letters
 - Voluntary surrender of license.

LEGAL SECTION

General Objective:

To administratively prosecute violations of the Real Estate Law and Subdivided Lands Law; to provide in-house legal services to the department; and to process applications for payment from the Real Estate Recovery Account.

Specific Objectives:

A. Legal

1. Determine appropriate caseload level for Attorneys.
2. Explore feasibility of assigning legal staff in additional district offices.
3. Standardize flow of paper in legal sections.
4. Develop procedures for case settlements and coordination with Enforcement Section.
5. Evaluate in-house legal representation versus Attorney General representation.

B. Recovery

1. Analyze future of the Recovery Account including, but not limited to:
 - financing of the account
 - adequacy of reserves
 - breadth of coverage.

SUBDIVISIONS SECTION

General Objective:

To protect the buying public through review of applications for compliance with the Subdivided Lands Law and issuance of Public Reports.

Specific Objectives:

- A. Evaluate Law and Regulation proposals to streamline the approval process including, but not limited to:
 - Conditional Final Public Report/ Final Map
 - Master Plan Community
 - Abandonment authority
 - Limiting renewal time frame
 - Out-of-state file processing time limits

- Eliminate \$10,000 bond requirement for out-of-state filers
- California Environmental Quality Act - No department lead agency role.

- B. Evaluate the issue of Homeowners Association oversight.

AUDITS SECTION

General Objective:

To protect the consumer through financial compliance audits of real estate licensees and subdivision developments.

Specific Objectives:

- A. Determine appropriate audit goals and requisite staffing.
- B. Evaluate changes to the Auditor series including:
 - Specialization of Auditor functions
 - Reclassification of Auditor series.
- C. Standardization of audit procedures.

MORTGAGE LENDING SECTION

General Objective:

To monitor statutorily defined elements of the real estate financial industry and to assure compliance with related legal requirements.

Specific Objectives:

- A. Analyze Article 7 and make recommendations for clarification, consolidation or other revisions.
- B. Improve means of identifying those involved in mortgage loan broker activities.
- C. Evaluate broker-controlled escrow requirements.
- D. Evaluate trust fund handling and record keeping requirements for mortgage loan brokers.

LEGISLATION & INFORMATION SECTION

General Objective:

To coordinate the department's legislation and regulation program; to coordinate production of department publications and manage media relations.

Specific Objectives:

- A. Comprehensively analyze methods of improving the department's legislative program.
- B. Determine ways to increase communication and improve department image, including:
 - Redefining the duties of the Information Officer
 - Improving the *Real Estate Bulletin*
 - Increasing visibility
 - Information outreach to the industry and the public.

DRE Long Range Plan



Departmental Mission Statement

To protect the public in real estate transactions and assist the real estate industry in better serving the consumer.

✓ ADMINISTRATIVE SERVICES SECTION

General Objective:

To provide financial management, personnel, electronic data processing, training, and business services; and to assist licensees and the public in examinations, licensing, and research activities.

Specific Objectives:

A. Licensing & Examinations

1. Evaluate improvements to broker examination not less than every 5 years.
2. Evaluate feasibility of shortening late renewal grace period.
3. Restructure corporation license as it relates to individual license.
4. Evaluate feasibility of decentralized examination sites.

B. Education and Research

1. Evaluate continuing education program including, but not limited to:
 - No exams for continuing education courses
 - Simplifying continuing education accreditation/computerization
 - Sponsor-provided data.
2. Evaluate Education & Research program including, but not limited to:
 - the emphasis of research projects
 - pro-active educational measures
 - licensee and consumer education
 - Funding mechanism analysis
 - Outreach.
3. Evaluate pre- and post-licensing education requirements including, but not limited to:
 - Trust fund handling and bookkeeping for licensees
 - Broker supervision and record keeping.

C. Personnel

1. Determine ways to improve morale and reduce turnover.
2. Increase staff participation and team-building through periodic program meetings.
3. Formalize employee training program, specifically:
 - New employee job training and orientation
 - Refresher and broadening training
 - Cross training.

D. Fiscal

1. Analyze revenue sources, fee sources, expenditure

levels and controls and make appropriate recommendations.

2. Assess level of reserves and make appropriate recommendations.
3. Develop measures to improve fiscal planning
4. Develop future district office location strategy.

E. Information Systems Section

1. Evaluate and prioritize long range projects including, but not limited to:
 - Licensing system improvements
 - Computerized examination development & administration
 - Electronic forms
 - Subdivision Tracking System improvements
 - Regulatory Tracking System improvements
 - Optical scanning technology
 - Automating Prepaid Rental Listing Service and Mineral Oil & Gas licensing systems
 - Improvements in licensee list generation
 - Audit tracking system.
2. Implement office automation.
3. Evaluate EDP capital needs including, but not limited to:
 - In-house EDP versus a service bureau
 - Updated telecommunications systems.

✓ ENFORCEMENT SECTION

General Objective:

To seek compliance with the Real Estate Law by investigating complaints and recommending action thereon in a consistent and equitable manner.

Specific Objectives:

A. Policy

1. Evaluate appropriate caseload level for Deputies and develop an action plan to respond to the evaluation.
2. Determine Law and Regulation changes needed to streamline the investigation process. Items to be considered include, but are not limited to:
 - Educate licensees in trust fund handling and bookkeeping requirements through outreach program.
 - Evaluate trust fund handling and record keeping requirements for broker licensees
 - Elimination of Real Property Securities Dealer endorsement
 - Improve measures to discover convictions during review of renewal application.
3. Explore feasibility of paraprofessional class for routine investigatory duties.

B. Procedures

1. Implement procedures to make the program more

Long Range Plan, continued on page 4

Rent Skimmer's Empire Collapsed

by Sean Crahan, Real Estate Counsel

A salesperson and a broker formed a corporation to purchase houses to rent. Approximately 50 houses were purchased and rented but no payments were made on the underlying encumbrances. The encumbrances were mostly FHA or VA insured loans.

Complaints by sellers prompted an investigation. The story was the same: The salesman advertised in newspapers and on radio that the corporation purchased homes, "back payments OK." The sellers, mostly delinquent, called in response to the ads. The salesman then arranged appointments and met with them with pre-prepared escrow instructions and a grant deed. The sellers wanted assurances that the purchasing corporation was going to make up the back payments or assume the loans. To induce doubtful sellers to sign the escrow instructions and grant deeds, the salesman gave those assurances.

Sellers had reason to ask these questions because many of them were VA-insured borrowers and knew that if payments were not made, the VA would come after them for any delinquency not cured by foreclosure.

The department filed an accusation against the salesman for false promises and fraud and dishonest dealing. The salesperson's license was revoked after a ten-day hearing. The broker, who cooperated with DRE during the investigation and

provided key information, was disciplined for having escrowed the purchases without delivering escrow statements to the sellers. His penalty was a 30-day suspension with the right to pay a monetary penalty in lieu of the suspension.

Interesting facts disclosed at the hearing:

- ✓ The salesman had a "policy" of not renting back to sellers, as the salesman told one seller. This "policy" served to delay seller's learning that the buyer breached his promises to cure the delinquencies. Had seller remained on the premises, seller would have learned of buyer's duplicity from the delinquency notices addressed to and received by seller residing at the house.
- ✓ Rental agreements produced by two tenants contained a warning that foreclosures were likely and the tenant nevertheless agreed to pay rent to the corporation until trustee's sale.
- ✓ In many instances the rent was less than the loan payment. A seller, being dunned by the lender, learned the property was rented and the amount of rent. The seller confronted the salesman with this fact and the salesman told seller it was "none of his business."
- ✓ One of the loan files which we subpoenaed contained a letter from the FBI addressed to the seller inquiring about the

Skimmer, continued on page 10

Principal Status No Bar to Prosecution

submitted by Tom McCrady, Managing Deputy Commissioner III, Santa Ana

DRE's primary enforcement jurisdiction is investigating complaints of licensees who, as agents, have mishandled a real estate transaction. Nevertheless, some provisions of Business & Professions Code Section 10177 provide grounds for disciplinary action against licensees who may not necessarily be acting as agents.

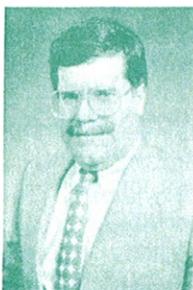
For example, Section 10177(j) provides for disciplinary action where the Department can establish conduct "...which constitutes fraud or dishonest dealing." Any activity constituting fraud or dishonesty would be grounds for discipline. For example, we recently had a case in which a salesperson solicited a \$9,000 loan from a woman by representing that he would invest the money in a short term Apple Valley real estate transaction, and would repay it at a high rate of interest. When the money was not repaid, the lender filed a complaint with DRE. Our investigators traced the flow of the monies given to the licensee and established that none of it was "invested" in real estate, but rather was used to further the salesperson's "life-style". At the Disciplinary Hearing, DRE established that the licensee had no intent to repay the money, and the license was revoked.

Another case involved a licensee who owned an apartment building in which several of the units were not legal for occupancy. When the licensee sold the building, he falsely represented to the buyer that all the apartment units were "legal." After the close of escrow, the buyer discovered the code/occupancy violations which led him to file a complaint with DRE. We investigated, and subsequently filed an accusation. The case went to hearing and resulted in suspension of the broker's license.

Perhaps the most common type of disciplinary action involving non real estate activity relates to a licensee (or applicant) who has been convicted of a criminal offense. DRE investigators have handled

Prosecution, continued on page 12

Dan Garrett New Legislative Coordinator



Daniel M. Garrett

Real Estate Commissioner Clark Wallace is proud to announce that Daniel M. Garrett is DRE's newly appointed Assistant Commissioner, Legislation and Public Information. In his new position, Dan will coordinate the Department's Legislation and Public Information programs and oversee the production of the DRE Bulletin and other publications from his office located in Sacramento.

Dan began his career with the Department in 1979, on loan from the Department of Motor Vehicles, as a member of the Subdivisions System Project team. At the conclusion of that effort, a position was created for him to continue his operations analysis work in other areas of the Department. For the last seven years, Dan has served as Special Assistant to the Commissioner, performing a wide variety of analytical and staff support functions. He brings a deep and wide knowledge of DRE operations to his new position and looks forward to this new challenge. ■

DISCIPLINARY ACTION — SEPTEMBER 1991 TO NOVEMBER 1991

- ✓ 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 taken on the disciplinary action stayed, until the stay is dissolved. Names of persons to whom licenses are denied on application are not published.
- ✓ Licensee's 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 service; RPRLS – Restricted prepaid rental listing service; REO – Real estate officer; REC – Real estate corporation]
- ✓ The following are brief summaries of the numerical code sections listed. The full text of the various sections is found in the Business and Professions Code and the Regulations of the Real Estate Commissioner, both of which are printed in the *Real Estate Law* book. The *Real Estate Law* book is available for purchase from the Department of Real Estate.



Commissioner's Regulations

2725	Failure of broker to review and initial agreements
2726	Failure to have broker-salesman agreement
2731	Unauthorized use of fictitious business name
2752	Broker's failure to notify DRE of new salesperson
2830	Failure to maintain trust fund account
2831	Inadequate trust fund records
2831.1	Inadequate trust fund records
2831.2	Inadequate trust fund records
2832	Failure to comply with provisions for handling trust funds
2832.1	Broker's failure to obtain permission to disburse trust funds from an account involving multiple beneficiaries
2834	Trust account withdrawals by unauthorized person
2950	Broker-controlled escrow violation
2970	Misleading advance fee advertising material
2972	Incomplete advance fee accountings
3003(b)	Course no longer equivalent in quality to college/university courses

Business and Professions Codes

480(a)	Denial of license on grounds of conviction of crime, dishonest or fraudulent act, or act which would warrant suspension or revocation of license
480(c)	Denial of license on grounds of false statement in license application
490	Relationship of conviction to licensed activity
10085	Failure to submit advance fee materials
10086	Violation of order to desist and refrain
10130	Acting without license
10137	Unlawful payment of compensation
10145	Trust fund handling
10146	Failure to handle advance fees as trust funds or to furnish verified accounting to principal
10148	Failure to retain records and make available for inspection
10162	Failure to maintain a place of business
10165	Covers various violations
10167.9(c)	Failure to file a PRLS contract with DRE
10176(a)	Making any substantial misrepresentation
10176(e)	Commingling trust funds
10176(i)	Fraud or dishonest dealing in licensed capacity
10176.5	Violation of real property transfer disclosure law
10177(a)	Procuring a real estate license by misrepresentation or material false statement
10177(b)	Conviction of crime
10177(d)	Violation of real estate law or regulations
10177(f)	Conduct that would have warranted denial of a license
10177(g)	Negligence or incompetence as licensee
10177(h)	Failure to supervise salespersons
10177(j)	Fraud or dishonest dealing not in licensed capacity
10232	Failure to notify DRE of threshold status
10232.2	Failure to file annual MLB reports
10232.25	Failure to file trust fund status reports
10232.4	Failure to give lender/purchaser disclosure
10232.5	Failure to provide lender disclosure statement
10240	Failure to give mortgage loan disclosure statement
11012	Material change in subdivision without notice
11018.2	Illegal subdivision sales (sale of subdivision lots without public report)

LICENSES REVOKED

☆ Fresno Region

Clark, James Eddie Jr. (RRES)
6400 Stockdale Hwy., Bakersfield
Effective: 11/12/91
Violation: 490, 10177(b)
Phelps, Anthony Dominic (RREB)
900 W. Main St., Visalia
Effective: 9/3/91
Violation: 490, 10177(b)

☆ Los Angeles Region

Baker, John C. (RES)
906 E. Palmdale Blvd., Ste. A, Palmdale
Effective: 5/1/91
Violation: 490, 10177(b)
Brost, Luke Frank (RES)
326 N. Ontare, Santa Barbara
Effective: 11/19/91
Violation: 490, 10177(b)
Charward Properties (REC)
3887 State St., Ste. 100, Santa Barbara
Effective: 11/19/91
Violation: 10177(f)
Colon, Carmelo Vega (RES)
1537 Lyndhurst, Hacienda Heights
Effective: 10/29/91
Violation: 490, 10177(b)
Cook, James Gregory (RES)
17251 Lahey St., Granada Hills
Effective: 11/19/91
Violation: 490, 10177(b)
Davidi, Heshmatollah (RES)
21401 Iglesia Dr., Woodland Hills
Effective: 10/29/91
Violation: 490, 10177(a)(b)
Diaz, Julio Leandro (RES)
319 E. Cedar Ave., Apt. D, Burbank
Effective: 11/7/91
Violation: 490, 10177(b)
Duschak, Beverly Ann (RES)
501 W. Glenoaks Blvd., #737, Glendale
Effective: 11/21/91
Violation: 10176(a)(i)
Fermanian, Krikor (RES)
19462 Eagle Ridge Ln., Northridge
Effective: 11/12/91
Violation: 490, 10177(a)

First Federal Mortgage of America Inc. (REC)

8530 Wilshire Blvd., Ste. 305, Beverly Hills
Effective: 10/24/91
Violation: 2970, 2972, 10130, 10146, 10148, 10177(d)
Fischer, Gerald Scott (RES)
4102 Orange Ave., #107-36, Long Beach
Effective: 11/5/91
Violation: 490, 10177(b)
Howard, Charles Murray (REB)
1605 W. Olympic Blvd., Ste. 404, Los Angeles
Effective: 8/28/91
Violation: 10176(a)(i), 10177(d)(j), 11012

Khorrami, Milad (RES)
4630 Sepulveda Blvd., Sherman Oaks
Effective: 10/8/91
Violation: 490, 10177(a)

Lim, Sung Sook (RES)
4640 Lankershim Blvd., N. Hollywood
Effective: 10/8/91
Violation: 490, 10177(a)(b)

Murray Howard Realty Inc. (REC)
1605 W. Olympic Blvd., Ste. 404, Los Angeles
Effective: 8/28/91
Violation: 10176(a)(i), 10177(d)(j), 11012

Nehdar, David Lawrence (RES)
1600 Kenilworth Ave., Pasadena
Effective: 10/9/91
Violation: 490, 10177(b)

Pajka, Suzanne Marie (RES)
P.O. Box 1711, Encino
Effective: 9/3/91
Violation: 490, 10177(b)

Rebelez, James Thomas (RES)
6667 Picasso Rd., #9, Goleta
Effective: 10/23/91
Violation: 490, 10177(b)

Rein Incorporated (REC)
15233 Ventura Blvd. Sherman Oaks
Effective: 11/19/91
Violation: 10162, 10165

Rivera, Dora Marcella (RES)
13543 Raceland, La Mirada
Effective: 11/25/91
Violation: 490, 10177(a)(b)

Sawinthorn, Jaruwan (RES)
15901 Devonshire St.
Granada Hills
Effective: 11/19/91
Violation: 490, 10177(b)

Stave, Douglas Larry (RES)
16428 Cornuta, #1, Bellflower
Effective: 10/22/91
Violation: 490, 10177(b)

Sy, Josephine T. (RES)
7650 Balboa Blvd., #35,
Van Nuys
Effective: 9/3/91
Violation: 490, 10177(a)(b)

Tannous, Farid Raymond (RES)
8653 Laurel Canyon Blvd.,
Sun Valley
Effective: 9/3/91
Violation: 490, 10177(a)

Zagorski, Charlene Yvette (RES)
3887 State St., Ste. 9,
Santa Barbara
Effective: 11/19/91
Violation: 490, 10177(b)

☆ Sacramento Region

Barlow, Samuel D. (RES)
7000 Franklin Blvd., Sacramento
Effective: 11/13/91
Violation: 490, 10177(b)

Childers, Lance Lee (RES)
3830 Annadale, Sacramento
Effective: 11/13/91
Violation: 490, 10177(b)

Mercer, Sam N. (RES)
810 Sheridan Ave., Chico
Effective: 10/21/91
Violation: 490, 10177(b)

Norris, Paul Wayne (RES)
4818 Springfield Way,
Sacramento
Effective: 10/21/91
Violation: 490, 10177(a)

Roberts, Wilburn Lee Jr. (REB)
2816 Easy St., Placerville
Effective: 10/21/91
Violation: 2731, 2970, 2972,
10085, 10146, 10148, 10177(d)

Walker, Victoria Rachael (RES)
6001 Folsom Blvd., Sacramento
Effective: 9/18/91
Violation: 490, 10177(b)

☆ San Diego Region

Agustin, Sal Garcia (RES)
3501 Herman Ave., San Diego
Effective: 10/3/91
Violation: 490, 10177(b)

Bedford Industries Inc. (REC)
2550 5th Ave., Ste. 510,
San Diego
Effective: 11/21/91
Violation: 10176(a)(i)

Dixon, Ronald Leroy (REB)
1207-A Elm Ave., Carlsbad
Effective: 9/5/91
Violation: 10177(d)

Myer, Leslie Alan (RES)
14502 Bowdoin Rd., Poway
Effective: 10/23/91
Violation: 490, 10177(b)

Poulter, Michael E. (RES)
2550 Fifth Ave., Ste. 510,
San Diego
Effective: 11/21/91
Violation: 10176(a)(i)

☆ San Francisco Region

Cordova, Jofelo Tefora (RES)
1248 Wentworth Way, San Jose
Effective: 3/28/91
Violation: 10145(c),
10177(d)(g)

Cunningham, Brian D. (REB)
7777 Wren Ave., Ste. A, Gilroy
Effective: 11/7/91
Violation: 10177(f)(j)

Eash, Joseph Martin (RES)
3759 Cornella Ct., Concord
Effective: 9/27/91
Violation: 490, 10177(b)

Freeman, Sherwood Kilpatrick (RES)
87 Lafayette Cir., Ste. D,
Lafayette
Effective: 11/4/91
Violation: 10130, 10145,
10177(d)(f)(j)(k)

Lange, Timothy Bruce (REB)
644 Bayview Dr., Aptos
Effective: 11/6/91
Violation: 2731, 2830 2832,
2970, 10085, 10145, 10146,
10162, 10176(e)(i), 10177(d)(h)

Rayth Financial Inc (REC)
205 Main St., Ste. A, Pleasanton
Effective: 10/25/91
Violation: 10165, 10177(d)

Sinining, Steve Saycon (RES)
11 Dolores St., San Francisco
Effective: 9/4/91
Violation: 490, 10177(b)

Skaff, James Nicholas Jr. (REB)
1419 Parrott Dr., San Mateo
Effective: 10/8/91
Violation: 490, 10177(b)

☆ Santa Ana Region

Acorn Realty Investments Corp (REC)
13027 Perris Blvd.,
Moreno Valley
Effective: 6/26/91
Violation: 2725, 2726, 2752,
2831, 2831.1, 2831.2, 10176(i),
10177(d)

Fannon, Alonzo Lee (RES)
9515 Mesa Vista, Apple Valley
Effective: 9/12/91
Violation: 490, 10177(b)

Funk, Charles Joseph (RES)
P.O.Box 606, Beaumont
Effective: 9/3/91
Violation: 490, 10177(b)

Garrison, Greg Arnold (RES)
P.O. Box 2442, Apple Valley
Effective: 9/17/91
Violation: 10176(e)(i)

Heguy, James Lester (RES)
13939 Navao Rd., Apple Valley
Effective: 9/27/91
Violation: 490, 10177(a)

Hupka, Sharon Lynn (RES)
6130 Camino Real, Riverside
Effective: 10/22/91
Violation: 490, 10177(b)

Landmark Mortgage Corporation (REC)
1651 East 4th St., Ste. 220,
Santa Ana
Effective: 11/7/91
Violation: 10137

Mojave Management Group Inc. (REC)
21810 Hwy. 18, Ste. 5,
Apple Valley
Effective: 9/17/91
Violation: 2830, 10148,
10176(e)(i), 10177(d)

Munton, Frank Boughton (REB, REO)
13027 Perris Blvd.,
Moreno Valley
Effective: 6/26/91
Violation: 2725, 2726, 2752,
2831, 2831.1, 2831.2, 10176(i),
10177(d)
Officer Of: Acorn Realty
Investments Corporation

Pereira, Andrew Noel (RES)
1510 Somerset Way, Upland
Effective: 9/30/91
Violation: 490, 10177(b)

Pham, Tuan Dinh (RES)
2209 W. Huckleberry Rd.,
Santa Ana
Effective: 9/24/91
Violation: 490, 10177(b)

REVOKED WITH A RIGHT TO A RESTRICTED LICENSE

☆ Fresno Region

Berry, Knute Marvin (RES)
P.O. Box 42514, Bakersfield
Effective: 11/13/91
Violation: 490, 10177(a)
Right to RRES license on terms
and conditions.

Deblauw, Steve Henry (RES)
P.O. Box 1776, Visalia
Effective: 9/3/91
Violation: 10130, 10131,
10137, 10145(c), 10177(d)(j)
Right to RRES license on terms
and conditions. RRES license to
be suspended for 30 days.

Frank, Robert G. (RES)
5145 N. Bungalow Ln., Fresno
Effective: 9/3/91
Violation: 10176(a)(b)
Right to RRES license on terms
and conditions.

Pierce, Ronald Garry (RES)
513 Vista Verde, Bakersfield
Effective: 10/22/91
Violation: 490, 10177(a)
Right to RRES license on terms
and conditions.

Scobie, Karen L. (RES)
P.O. Box 3896, Paso Robles
Effective: 9/9/91
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Stephenson, Lisa Rene (RES)
P.O. Box 923, Grover City
Effective: 11/25/91
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

☆ Los Angeles Region

Abbate, Joseph V. (REB)
8504 Lindante Dr., Whittier
Effective: 10/22/91
Violation: 490, 10177(b)(f)
Right to RRES license on terms
and conditions.

Allen, John Richard (RES)
11544 Sophia Ave., Granada Hills
Effective: 9/11/91
Violation: 490, 10177(b)(f)
Right to RRES license on terms
and conditions.

Ardi, Richard Michael (RES)
11145 Tampa Ave., Northridge
Effective: 9/4/91
Violation: 10130, 10137,
10177(d)
Right to RRES license on terms
and conditions.

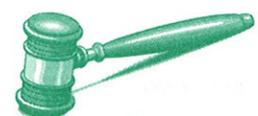
Coastline Financial Services Inc. (REC)
18107 Sherman Way, Reseda
Effective: 10/31/91
Violation: 2830, 2831, 2831.1,
2831.2, 2832.1, 2834, 10086,
10145, 10177(d), 10232.2(a),
10232.25(a)
Right to RRES license on terms
and conditions.

Freeman, Patricia Mae (RES)
12 Union Hill Ln., Carson
Effective: 9/11/91
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Hack, K. Carlotta (REB)
10250 Deerfield Ln., Northridge
Effective: 9/4/91
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Hoffman, Sandra Jackman (RES)
13401 Contour Dr., Sherman
Oaks
Effective: 10/1/91
Violation: 490, 10177(b)(f)
Right to RRES license on terms
and conditions.

Lasnik, William (REB, REO)
10328 Dunkirk Av., Los Angeles
Effective: 11/19/91
Violation: 10148, 10177(d)(h)
Right to RRES license on terms
and conditions.



**Mardirosian, Arpy (RES)**

138 N. Everett, #4, Glendale
Effective: 10/24/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions.

McCarthy, Gladys O. (RES)

9505 E. Artesia Blvd., Bellflower
Effective: 11/26/91
Violation: 10177(d)
 Right to RRES license on terms and conditions.

Mesa, Celedonio Martinez (RES)

2549 S. Temple Ave., West Covina
Effective: 10/22/91
Violation: 10137, 10177(d)(g)
 Right to RRES license on terms and conditions.

Nardi, Michelle R. (RES)

24118 Mobile St., Canoga Park
Effective: 9/4/91
Violation: 490 10177(b)
 Right to RRES license on terms and conditions.

Sternhill, Kenneth Arlen (RES)

18619 Collins St., #F24, Tarzana
Effective: 11/19/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions.

Torelli, Vivian Louise (REB)

1233 W. Gardena Blvd., Ste. 101, Gardena
Effective: 11/20/91
Violation: 10177(h)
 Right to RREB license on terms and conditions. RREB suspended for 30 days, stayed on terms and conditions.

 ☆ **Sacramento Region**
Chambers, William Lawrence (RES)

1435 River Park Dr., Ste. 506, Sacramento
Effective: 10/7/91
Violation: 490, 10177(b), 10176(a)(i)
 Right to RRES license on terms and conditions.

Intra-Pacific Commercial Real

Estate Investments Inc. (REC)
 9254 Madison Ave., Orangevale
Effective: 9/5/91
Violation: 10176(a)(i), 10177(d)(f)(g), 10232.4, 10232.5
 Right to RREC license on terms and conditions.

Ortiz, Richard Anthony (REB, REO)

9254 Madison Ave., Orangevale
Effective: 9/5/91
Violation: 10176(a), 10177(d)(f)(g), 10232.4, 10232.5
Officer of: Intra-Pacific Commercial Real Estate Inv. Inc.
 Right to RREB license on terms and conditions.

Solomon, Robert Lester (REB)

850 Merchant St., Vacaville
Effective: 11/4/91
Violation: 2831.2, 2834, 10145(a)(d), 10176(e), 10177(d)
 Right to RREB license on terms and conditions.

Sowels, David Charles (REB, REO)

1923 Solano Ave., Vallejo
Effective: 11/25/91
Violation: 10177(d), 11012, 11018.2
 Right to RREB license on terms and conditions.

 ☆ **San Diego Region**
Beltran, Rina Mara (RES)

805 Glencoe Dr., San Diego
Effective: 10/24/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions.

Born, Peter Lewis (RES)

2999 Mission Blvd., #202, San Diego
Effective: 10/15/91
Violation: 10177(d)
 Right to RRES license on terms and conditions.

Gorospe, Freddie Marasigan (RES)

7981 Berwyn, San Diego
Effective: 10/15/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions.

Hastin, Buel James (REB, REO)

10783 Jamacha Blvd., Spring Vly.
Effective: 11/7/91
Violation: 10177(g)(h)
 Right to RREB license on terms and conditions.

Jabre, Emil Ibrahim (RES)

P.O. Box 2180, Ramona
Effective: 9/26/91
Violation: 480(c), 490, 10177(b)
 Right to RREB license on terms and conditions with revocation of RES license.

La Marque Financial Inc. (REC)

2498 La Marque, San Diego
Effective: 9/4/91
Violation: 10145, 10148, 10176(e)(i), 10177(d)
 Right to RREC license on terms and conditions.

Riel, Rich (REO)

2490 La Marque, San Diego
Effective: 9/4/91
Violation: 10145, 10148, 10176(e)(i), 10177(d)
Officer of: La Marque Financial Inc.
 Right to RREB license on terms and conditions.

 ☆ **San Francisco Region**
Ahrabi, Azita (RES)

16155 Loretta Ln., Los Gatos
Effective: 9/23/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions.

Granada, Cheryl Javier (RES)

424 Tortola Way, San Jose
Effective: 10/3/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions.

Gruen, Kurt (REB)

335 Spreckels Dr., Aptos
Effective: 11/8/91
Violation: 490, 10177(b)
 Right to RREB license on terms and conditions.

Little, Patrick Stephen (RES)

325 Avenida Nogales, San Jose
Effective: 10/21/91
Violation: 490, 10177(a)
 Right to RRES license on terms and conditions.

Monasta, John Miles (RES)

5045 Trenary Way, San Jose
Effective: 11/25/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions.

Mullins, Veronica A. (RES)

325 Sea Mist Ct., #E, Hayward
Effective: 10/1/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions.

Ortiz, Edwin Tim (RES)

124 Cherry Way, Hayward
Effective: 10/16/91
Violation: 490, 10177(a)(b)
 Right to RRES license on terms and conditions. RRES license suspended for 4 months.

Rae, Ladonna Moon (RES)

1520 Folgers Dr., Belmont
Effective: 11/27/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions. RRES license suspended for 60 days.

Rebol, Richard Carroll (REB, REO)

3031 Tisch Way, Ste. 701, San Jose
Effective: 11/14/91
Violation: 490, 10177(b)
 Right to RREB license on terms and conditions.

Rivas, Sonia Alejandra (RES)

955 Huron Ave., San Francisco
Effective: 9/6/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions.

Sandomeno, Noline Lansing (RES)

723 Tiana Ln., Mountain View
Effective: 11/12/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions.

Selig, Wendi Janine (RES)

182 Rutherford Ave., Redwood City
Effective: 9/6/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions.

Spears, John Coit (RES)

1020 Serpentine Ln., Ste. 110, Pleasanton
Effective: 10/25/91
Violation: 10137, 10176(e), 10177(d)
 Right to RRES license on terms and conditions.

Stasi, Carol Lynn (RES)

87 Jim Elder, Campbell
Effective: 11/8/91
Violation: 490, 10177(b)
 Right to RRES license after 30 days on terms and conditions.

Teichner, Katalina D. (RES)

415 Sherwood, #201, Sausalito
Effective: 10/23/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions.

Thompson, Bob Felix (RES)

300 Domingo Ct., San Ramon
Effective: 10/25/91
Violation: 10137, 10176(e), 10177(d)
 Right to RRES license on terms and conditions.

 ☆ **Santa Ana Region**
BMC Mortgage Co. Inc. (REC)

1301 Dove St., Ste. 101, Newport Beach
Effective: 10/22/91
Violation: 2752, 2830, 2831, 2831.1, 2831.2, 2832, 2832.1, 10137, 10145, 10177(d), 10232(e), 10240
 Right to RREC license on terms and conditions.

Bond, Bryan Kevin (RES)

1100 Quail St., Ste., 205, Newport Beach
Effective: 10/22/91
Violation: 10137
 Right to RRES license on terms and conditions.

Bricker, Terra (REB)

24 San Leandro Ct., Rancho Mirage
Effective: 9/10/91
Violation: 10177(d)
 Right to RREB license on terms and conditions. RREB license to be suspended for 30 days.

Buck, Teresa Ann (RES)

P.O. Box 5113, Los Alamitos
Effective: 10/22/91
Violation: 490, 10177(a)
 Right to RRES license on terms and conditions.

Cirson, Alan (RES)

8241 Deauville Dr., Huntington Beach
Effective: 9/3/91
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions.

Devine, Jack Towery (REB)

18720 Van Buren Blvd., Riverside
Effective: 9/30/91
Violation: 2725(c), 2830, 2831, 2831.2, 2832.1, 2950(h), 2834, 10145, 10177(d), 10240
 Right to RREB license on terms and conditions.

Diaz, Robert John (RES)
2102 Victoria Dr., Santa Ana
Effective: 11/13/91
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Kopang, Markham Aaron (RES)
P.O. Box 2951, Hesperia
Effective: 9/11/91
Violation: 10177(f)
Right to RRES license on terms
and conditions.

Krc, Connie June (RES)
25368 Bellview St., Hemet
Effective: 10/29/91
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Lopez, Mirko (REB, REO)
866 Bernard Dr., Fullerton
Effective: 10/22/91
Violation: 10137, 10177(h)
Officer of: BMC Mortgage Co.
Inc.
Right to RREB license on terms
and conditions.

Martin, Tim Ithy (REB)
11 Summerwood Ct., #H, Corona
Effective: 6/27/90
Violation: 10177(h)
Right to RRES license on terms
and conditions.

Ortega, Lucy Perez (RES)
18200 Avenue D, Perris
Effective: 9/12/91
Violation: 10177(d)
Right to RRES license on terms
and conditions.

Osborne, Thomas (REB)
12551 Barrett Ln., Santa Ana
Effective: 10/3/91
Violation: 490, 10177(b)
Right to RREB license on terms
and conditions.

Pipkin, Auturio Denise (RES)
P.O. box 572, Rialto
Effective: 11/27/91
Violation: 10177(g)
aka: Frazier, Auturio Denise
Right to RRES license on terms
and conditions. RRES license
suspended for 30 days.

Stickley, Michael David (RES)
4066 Jones Ave., Riverside
Effective: 9/10/91
Violation: 10130, 10137,
10145(c), 10176(i), 10177(d)(g)
Right to RRES license on terms
and conditions.

Stoneman, Alan Rogers (REB)
542 E. Adams Ave., Orange
Effective: 10/24/91
Violation: 490, 10177(b)(f)
Right to RREB license on terms
and conditions.

SUSPENDED WITH STAYS

☆ Fresno Region

Bustos, Victor S. (RES)
4940 E. McKenzie, Fresno
Effective: 9/12/91
Violation: 10176(a), 10176.5,
10177(g)
Suspended for 45 days, stayed for
1 year on condition. Suspended
indefinitely.

Donohoe, William Howard (RES)
899 W. Belleview, Porterville
Effective: 11/26/91
Violation: 10176(a), 10177(g)
Suspended for 90 days, all but 10
days stayed for 1 year on
condition.

Robledo, Henry Anthony (RES)
5649 N. Palm, Fresno
Effective: 9/12/91
Violation: 10176.5
Suspended for 30 days, stayed for
1 year on condition.

☆ Los Angeles Region

Albarian, Gabriel A. (REB, REO)
1655 Camberwell Pl.,
Westlake Village
Effective: 11/13/91
Violation: 10177(d)(f)(g)
Officer of: Westmor Mortgage
Corporation
Suspended for 30 days, stayed for
1 year on terms and conditions.

Alexander, Harry David Jr. (REB)
16911 Bellflower Blvd. Bellflower
Effective: 9/5/91
Violation: 2830, 2831, 2831.2,
2832.1, 10130, 10137, 10145,
10176(e), 10177(d)
Suspended for 60 days, stayed on
condition.

**Ardi, Jacqueline Florence
(REB, REO)**
17040 Chatsworth St.,
Granada Hills
Effective: 10/8/91
Violation: 10177(h)
Officer of: Mickie Ardi & Assoc.
Suspended for 20 days, stayed for
1 year on conditions.

Johnson, Tom R. (RES)
25442 Via Jardin, Valencia
Effective: 10/24/91
Violation: 10130, 10177(d)
Suspended for 30 days, all but 10
days stayed for 1 year on
condition.

Krauthamer, Irving Lincoln (REB)
8440 S. Crenshaw Blvd.,
Inglewood
Effective: 11/27/91
Violation: 10167.9(c),
10177(d)(h)
Suspended for 30 days, all but 5
days stayed for 1 year on terms
and conditions.

Mickie Ardi & Associates (REC)
17048 Chatsworth St.,
Granada Hills
Effective: 10/8/91
Violation: 2830, 2831, 2831.1,
10177(d)
Suspended for 10 days, stayed for
1 year on condition.

Peltz, Kenneth James (REB, REO)
19635 Singing Hills Dr.,
Northridge
Effective: 10/24/91
Violation: 10137
Officer of: Tejai Financial
Services Inc.
Suspended for 30 days, all but 10
days stayed for 1 year on
condition.

Sherwood, Delma Darlene (RES)
8440 S. Crenshaw Blvd.,
Inglewood
Effective: 11/27/91
Violation: 10167.9(c), 10177(d)
Suspended for 30 days, all but 5
days stayed for 1 year on terms
and conditions.

Sokolow, Bart Ben (REB, REO)
5354 Aldea Ave, Encino
Effective: 10/31/91
Violation: 10177(h)
Suspended for 60 days, stayed for
1 year on terms and conditions.

Tejai Financial Services Inc. (REC)
5435 Balboa Blvd., #107, Encino
Effective: 10/24/91
Violation: 10137
Suspended for 30 days, all but 10
days stayed for 1 year on
condition.

Westmor Mortgage Corp. (REC)
22151 Ventura Blvd.,
Woodland Hills
Effective: 11/13/91
Violation: 10177(d)(f)(g)
Suspended for 30 days, stayed for
1 year on terms and conditions.

☆ San Francisco Region

First California Mortgage Co. (REC)
1401 Los Gamos Dr., San Rafael
Effective: 11/14/91
Violation: 10177(d)(g), 10232,
10232.2, 10232.25
Suspended for 30 days, stayed for
1 year on conditions.

Mack, Leon Charles (REB, REO)
2155 S. Bascom Ave., #206,
Campbell
Effective: 11/15/91
Violation: 2831.1, 2970, 10085,
10137, 10145, 10146, 10176(e),
10177(d)(g)(h)
Suspended for 30 days, stayed for
1 year on condition.

**Mathews, Joseph Dunnegan
(REB, REO)**
50 Corte Del Bayo, Larkspur
Effective: 11/14/91
Violation: 10177(h)
Officer of: First California
Mortgage Co.
Suspended for 30 days, stayed for
1 year on conditions.

Morris, Robert Edward (REB, REO)
443 Brown St., Napa
Effective: 11/4/91
Violation: 10137
Officer of: Rainbow Commer-
cial Mortgage Corp.)
Suspended for 30 days, stayed for
1 year on condition.

Policky, Lynda Ann (REB, REO)
2998 S. Bascom Ave., San Jose
Effective: 11/15/91
Violation: 2831.1, 2970, 10085,
10137, 10145, 10146, 10176(e),
10177(d)(g)(h)
Officer of: Tara Financial
Enterprises of CA
Suspended for 30 days, stayed for
1 year on condition.

**Rainbow Commercial Mortgage
Corp. (REC)**
443 Brown St., Napa
Effective: 11/4/91
Violation: 10137
Suspended for 30 days, stayed for
1 year on condition.

**Tara Financial Enterprises of CA
(REC)**
2998 S. Bascom Ave., San Jose
Effective: 11/15/91
Violation: 2831.1, 2970, 10085,
10137, 10145, 10146, 10176(e),
10177(d)
Suspended for 30 days, stayed for
1 year on condition.

☆ San Diego Region

Cadman, Griselda Mendoza (RES)
525 Rudd Rd., Vista
Effective: 10/15/91
Violation: 10137, 10177(d)
Suspended for 30 days, all but 10
days stayed for 1 year on
condition.

**Clare, Edward Thomas Jr.
(REB, REO)**
7364 El Cajon Blvd., Ste. 201,
San Diego
Effective: 10/31/91
Violation: 10177(h)
Suspended for 30 days, stayed for
1 year on conditions.

I P M Corporation (REC)
3930 Oregon St., Ste. 260,
San Diego
Effective: 10/31/91
Violation: 2832.1, 10145,
10148, 10177(d)
Suspended for 30 days, stayed for
1 year on conditions.

Incentive Investments Inc. (REC)
8910 University Center Ln.,
San Diego
Effective: 11/18/91
Violation: 10137
Suspended for 45 days, stayed for
1 year on conditions.





**INDEFINITE
SUSPENSIONS**
(under Recovery Acct.
provisions)

☆ **Los Angeles Region**

Murphy, Yvonne J. (REB)
8655 Lake Murray Blvd., #3,
San Diego
Effective: 9/4/91
Violation: 10177(d)(f)
Suspended for 30 days, stayed for
1 year on conditions.

Schuller, Bob (REB)
5480 Baltimore Dr., #200,
La Mesa
Effective: 9/4/91
Violation: 10177(d)
Suspended for 30 days, stayed for
1 year on terms and conditions.

Smelter, John Richard (REB, REO)
4370 La Jolla Village, San Diego
Effective: 11/18/91
Violation: 10137
Officer of: Incentive Inv. Inc.
Suspended for 45 days, stayed for
1 year on conditions.

☆ **Santa Ana Region**

Bay Shore Realty Inc. (REC)
1500 E. Pacific Coast Hwy.,
Seal Beach
Effective: 10/23/91
Violation: 2831, 10177(d)
Suspended for 5 days, stayed for 1
year on condition.

Watson, Michael Reginald (RES)
2015 Via Concha, San Clemente
Effective: 10/8/91
Violation: 10137
Suspended for 30 days, stayed for
1 year.

**EDUCATION COURSES
WITHDRAWN**

☆ **Los Angeles Region**

Los Angeles Real Estate Schools
2959 E. Florence Ave.,
Huntington Park
Arganaraz, Alfred - Administrator
Course: R. E. Principles
Effective: 11/26/91
Violation: 480(a)(2), 480(a)(3),
3003(b), 10177(j)

Skimmer

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seller's transaction with the corporation. A copy of the decision was later forwarded to that FBI agent.

A postscript. Several months after the hearing, a phone call was received from a person who related that that same salesperson wanted to buy his house. He checked with DRE and was sent a copy of the decision in this case setting forth the several transactions and false promises. We assume the person had the wisdom to seek a more reliable borrower. ☺

Bickmann, Joseph (REB)

11673 San Vicente Blvd.,
Los Angeles
Effective: 9/25/91

**Jaclara Schneider Miller and Clark
Property Corp., Inc (REC)**
1100 Glendon Ave., Ste. 1132,
Los Angeles
Effective: 9/3/91

Lipsky, Ronald Lester (REB)

11947 Hammack Street,
Culver City
Effective: 9/3/91
Officer of: Jaclara Schneider
Miller and Clark Property Corp.,
Inc.

Slaton, C. Philip (REB)

4587 Telephone Rd., Ste. 210,
Ventura
Effective: 9/25/91

Thomas, Fred (REB)

3266 1/2 W. 107th St., Inglewood
Effective: 10/22/91

☆ **San Francisco Region**

Wilkins, James Dennis (RES)

95 Church St., #2308, Los Gatos
Effective: 10/29/91

SUSPENDED

☆ **Los Angeles Region**

Kanouse, Eddie E. (RRES)

1514 N. Holliston, Pasadena
Effective: 11/26/91
Violation: 10177(a)
Suspended for 90 days.

☆ **Sacramento Region**

Goorabian, Matthew Jack (REB)

2220 Watt Ave., Ste. C13,
Sacramento
Effective: 11/25/91
Violation: 10177(d), 11018.2
Suspended for 30 days.

Real Estate Mart Inc. (REC)

2220 Watt Ave., Ste. C13,
Sacramento
Effective: 11/25/91
Violation: 10177(d), 11018.2
Suspended for 30 days.

Notes From Licensing

**Name Changes and Their Affect on
the License Application Process**

submitted by Darlene North, Office Services Supervisor III

DRE receives thousands of requests each month from salespersons who were issued an 18-month "conditional" license and who wish to receive their four-year "non-conditional" license. To complete this process, these conditional salespersons are required to submit evidence of completion of two additional college level real estate courses in specified areas. DRE also receives many applications from salespersons who are attempting to qualify for their real estate broker license and who must submit evidence of completion of eight college level real estate courses in specified areas.

What do these two processes have in common? Among other things, college or approved sponsor transcripts are submitted which list courses taken to meet the necessary license requirements and which identify the licensee or license applicant by name.

**Applicant's name is
different from the
name on course
transcripts.**

A problem may occur if the applicant's name is different from the name provided on course transcripts. It is not uncommon for an individual to change his or her name between the time college level courses are completed and the time course transcripts are submitted to DRE to fulfill license requirements.

If your name has changed or is currently different from the name indicated on your college level transcripts, you can help eliminate potential delays in completing your license application process. Simply submit documentation of your name change or name difference along with your college level transcripts.

Acceptable documentation of various name changes include:

- Driver license or DMV printout reflecting the new and old name.
- Marriage Certificate.
- Divorce Decree showing both names.
- Court order reflecting a legal name change.
- Legal documentation showing a name change due to naturalization.

A clear copy of any documentation submitted to substantiate a name change or name difference is acceptable.

In some cases, an individual may have previously used only first name initials which appear on a transcript or his or her full name appears on a transcript and now that individual desires to only use first name initials. Legal documentation, as suggested above, should be submitted to verify both names in order to allow for proper processing.

For additional information or if you have special questions regarding any name change or name difference, contact one of the following Licensing Sections in Sacramento for assistance:

- Conditional License Inquiries and Salesperson Examination Qualifications (916) 739-3726
- Broker Examination Qualifications... (916) 739-3725
- Original License Applications (916) 739-3730 ☺

Real Estate Publications



- To order one or more of DRE's publications, photocopy or remove this page from your *Bulletin*. Complete and submit all information requested.
- Make check or money order payable to:**
Department of Real Estate
- Mail To:**
Department of Real Estate
Book Orders
P. O. Box 187006
Sacramento, CA 95818-7006
- Please **do not** send cash.
- DRE cannot accept returns or make refunds.
- Prices are subject to change.
- Orders received with incorrect amounts will be returned.
- Allow 4-6 weeks for delivery.
- Orders originating in California must include the sales tax. Requests and fees will be returned if the appropriate sales tax is not included.
- Volume discounts are available. Contact DRE prior to ordering.
- The **1992 Supplement** to the 1991 Law Book is now available. The Supplement is automatically included with the purchase of a Law Book. When purchased separately it costs \$2.00. *Note: Since the Supplement has been produced "in-house", it includes an order form for free acquisition of the Supplement in booklet form when it arrives from the Office of State Printing.*

DRE	RE#	Title of Publication, Brochure, Report or Video	Cost	Quantity	Your Cost
	1	1989-90 Reference Book	\$15.00		
	2	1991 Real Estate Law Book	\$15.00		
	3	Supplement to 1991 Real Estate Law Book (<i>Free with purchase of Law Book</i>)	\$2.00		
	4	Instructions to License Applicants (<i>brochure</i>)	<i>free</i>		
	14	Mortgage Financing for the Elderly (1990; <i>report</i>)	\$9.00		
	15	Fixed Rate Mortgages and Adjustable Rate Mortgages: Availability and Borrower and Lender Preferences (1990; <i>report</i>)	\$9.00		
	16	Study of the Future Outlook of California Common Interest Developments (1991; <i>report</i>)	\$9.00		
	28	Supervision of the Real Estate Office (1987; <i>video</i>)	\$25.00		
	29	Trust Funds (1987; <i>video</i>)	\$25.00		
	30	Study of California's R.E. Appraisal Industry: Past Performance & Future Outlook (1988; <i>report</i>)	\$9.00		
	31	An Assessment of Foreign Investment in California Real Estate (1991; <i>report</i>)	\$9.00		
	32	Compliance with the Real Estate Transfer Disclosure Law (1988; <i>video</i>)	\$25.00		
	33	Agency Disclosures in Residential Real Estate Transactions (1988; <i>video</i>)	\$25.00		
	35	Trust Deed Investments — What You Should Know (<i>brochure</i>) and	\$2.00		
	35A	Using the Services of a Mortgage Broker (<i>brochure</i>) (35 & 35A are a set)	<i>per set</i>		
	36	Private Mortgage Insurance: Its Effects on Real Estate Transactions and Its Benefits to Real Estate Licensees (1988; <i>report</i>)	\$9.00		
	37	Reserve Study Guidelines for Homeowner Association Budgets (1989; <i>report</i>)	\$9.00		
	38	Analysis of California's Escrow Industry as it Affects Real Estate Licensees (1988; <i>report</i>)	\$9.00		
	39	Common Interest Development Brochure (<i>brochure</i>)	<i>free</i>		
	40	Study of Home Equity Lending by Mortgage Loan Brokers (1989; <i>report</i>)	\$9.00		
	41	The Effects of California's Residential R.E. Transfer Disclosure Requirements (1989; <i>report</i>)	\$9.00		
	42	Study of the Use of Computers by Real Estate Licensees for Mortgage Loan Services (1989; <i>report</i>)	\$9.00		
	43	A Review of Secondary Mortgage Market Activities (1990; <i>report</i>)	\$9.00		
	44	Role of Licensees in Assisting First Time Buyers: What Can Be Done? (1991; <i>report</i>)	\$9.00		
	45	The Need for Specialized Licensure and Education of Non-Residential Real Estate Licensees (1991; <i>report</i>)	\$9.00		

SHIPPING INFORMATION

SHIPPING NAME				
SHIPPING ADDRESS			SUBTOTAL	
CITY			+ SALES TAX	
STATE		ZIP CODE	TOTAL ENCLOSED \$	

Community Colleges Real Estate Educators Spring Conferences

submitted by George Bairey

California Community Colleges Real Estate Educators' Conferences have been scheduled in Northern and Southern California in April and May for the benefit of real estate educators throughout the state.

A Northern California conference will be held Friday, April 24 at the Hotel Sofitel San Francisco Bay in Redwood City. A Southern California conference is scheduled Friday, May 1 at the Holiday Inn in Torrance.

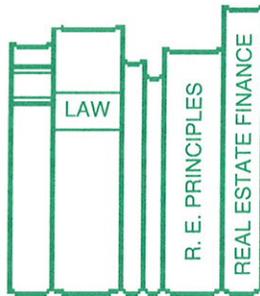
The conference theme is "Economic Opportunities in an Uncertain Real Estate Market." Speakers include syndicated columnist Robert Bruss and California Association of Realtors Manager of Economics and Market Analysis, Chris Taylor.

The California Community Colleges Real Estate Education Center in Modesto

sponsors instructor workshops each semester that are funded by earnings from the Community Colleges Real Estate Education Advancement Endowment Fund. The endowment was established in 1975 by a grant from the Department of Real Estate to the California Community Colleges Board of Governors.

Registration is open to all instructors and others interested in real estate education in California. The registration fee is \$20 for instructors affiliated with a community college and \$50 for non-community college educators.

For additional information, contact the California Community Colleges Real Estate Education Center, Yosemite Community College District, P.O. Box 4065, Modesto CA 95352, or telephone (209) 575-6465. 📞



Prosecution

continued from page 5

cases involving almost every possible crime, including filing of a false report with a fire or law enforcement agency, bribing a public officer or employee, perjury, criminal conspiracy, murder, kidnapping, robbery, embezzlement, arson, burglary, extortion,

forgery, counterfeiting, theft, defrauding an innkeeper, unlawful forging or altering a prescription for drugs, tax evasion, etc.

Such convictions are investigated and, where appropriate, result in the denial or revocation of a license. 📞

Contractor Booklet What you should know ...

The Contractors' State License Board publishes a booklet titled *What You Should Know Before You Hire a Contractor*. This free, easy-to-read publication includes information on the following topics and more:



- licensing requirements;
- checking a contractor's license status;
- obtaining bids for a job;
- selecting a contractor;
- elements of an effective contract;
- contract rescission right;
- bonding and insurance coverage;
- permits, plans and inspections;
- controlling disbursements of construction funds; and
- mechanics' liens.

To obtain the booklet, send your request and a self-addressed mailing label to:

Contractors' State License Board
P. O. Box 26000
Sacramento, CA 95826

Official Publication
CALIFORNIA DEPARTMENT OF REAL ESTATE
P.O. Box 187000
Sacramento, California 95818-7000

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