

REAL ESTATE BULLETIN

PETE WILSON, *Governor*
CLARK WALLACE, *Real Estate Commissioner*

Summer 1994



New Agency Chief

Governor Pete Wilson recently appointed San Diego businessman Dean R. Dunphy to the position of Secretary of the Business, Transportation and Housing Agency. As Agency Secretary, Mr. Dunphy oversees eleven state departments (including the Department of Real Estate) and numerous boards and offices; a responsibility involving more than 40,000 employees and a budget of more than seven billion dollars.

Mr. Dunphy replaces Thomas S. Sayles, who resigned to become Public Affairs Vice President for Southern California Gas Company.

The retired president and CEO of a construction company, Mr. Dunphy is an alumnus of the University of Southern California, with a degree in business finance. He has served on the California Transportation Commission since 1991. He volunteers as an Advisory Board Member of the Salvation Army, and is a member of the San Diego Historical Society, the Chancellor's Associates of UC San Diego, the President's Council of the La Jolla Cancer Research Foundation and the University of San Diego Corporate Associates.

In making this appointment, Governor Wilson noted that Mr. Dunphy's "record of accomplishment as a businessman and as a public servant is second to none." 🏠

DRE'S Information Processing Future

The Information Systems Section (ISS) is planning for the replacement of the DRE's antiquated electronic data processing system. This project, made necessary by obsolescence and the fact that the manufacturer will no longer support the system, manifests our commitment to improve and expand service to our clients.

The cornerstone of this project will be the transfer of our major database processing to the State's Teale Data Center (TDC). Instead of using our own mainframe computers, we will contract with TDC for a specified level of computing capability.

After the transfer to TDC, we plan to implement a new Enterprise Information System (EIS). With EIS, a DRE employee will have access to all necessary information at his or her personal computer/work station. With an increased number of work stations, EIS will substantially expand our already successful office automation system and our ability to respond to consumer inquiries.

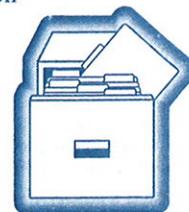
In the future, EIS may enable us to provide the following additional capabilities and services: an on-line imaging system to contain DRE's master files; electronic testing of license applicants, with touch screen convenience; an expanded voice response system, with touch tone inquiries into selected DRE files; and license application scanning, to facilitate processing.

Other long range ISS projects being considered are: public access to DRE databases; desktop video conferencing; voice recognition or magnetic card access to data; expanded use of scanning technology; and on-line publications and mailing lists.

Our first priority is movement of critical services to TDC with minimal disruption. Of course, the availability of financial resources will be crucial to the implementation of other new capabilities and services. The EIS project is scheduled to begin in January of 1995 and will continue over a period of two years. Future issues of the *Real Estate Bulletin* will include updates on our progress. 🏠

10 Most Common Types Enforcement Problems

The Department's district office managers have developed a list of the ten most common types of enforcement problems which are investigated by the Enforcement Section. As with any list, the problems included will vary from time to time depending on market conditions and practices in the industry.



1. **Misrepresentation.** The most common complaint involves verbal misrepresentations by licensees in connection with a purchase or financing transaction. Included among the complaints are misrepresentations of the attributes or amenities of a property; failure to disclose the true condition of the property; the status of building permits; the amount of or existence of a purchase money deposit; the actual boundaries of a property; and misrepresentations relating to the availability and terms of financing, lock-in rates, or promised loan closing dates.
2. **Trust Fund Mishandling.** The mishandling of money belonging to others by real estate licensees is a problem which is often brought to the DRE's attention. This type of problem ranges from the inadvertent placement of trust funds into the broker's general account, to the intentional conversion of a client's money for the broker's personal use. Trust fund record keeping violations often accompany trust fund mishandling. Trust fund mishandling occurs across the spectrum of licensed activity, including residential/commercial

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REAL ESTATE BULLETIN

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STATE OF CALIFORNIA

PETE WILSON, *Governor*

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DEAN R. DUNPHY, *Secretary*

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CLARK WALLACE, *Real Estate Commissioner*

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Broker Examinations (916) 227-0899
Salesperson Examinations (916) 227-0900
Original Licensing (sales/brokers) (916) 227-0904
TDD for the hearing impaired only (916) 227-0929

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The More Things Change ...

This article from the Nov/Dec 1959 edition of the *Real Estate Bulletin* sets forth some interesting concepts.

What Not to Do —

If every licensee could avoid all semblance of trouble and misunderstanding with clients and customers, real estate would be the paragon of the professions. Although such a utopian condition is probably too much to expect, the unknown author of the following admonitions certainly provides worthwhile guidelines for the thoughtful licensee to consider.

Upon request, these "What Not to Do's" are reprinted here:

- ❖ Never buy a piece of real estate from a client. If you lose money, he generally thinks you are crazy; if you make money, he generally thinks you are crooked.
- ❖ Never advise a client to buy a piece of real estate you would not buy yourself if you were in his position.
- ❖ Never recommend a loan you would not take yourself if you had the money to invest.
- ❖ Never advise a customer to buy a home beyond his known means; if you keep him within his income, you may sell him later; if you overload him, you have lost good will and gained ill will.
- ❖ Never lose your conscience to make a commission; you may lose many commissions; you have only one conscience.
- ❖ Don't try to represent both parties in a real estate transaction; you may be able to give a square deal, but one of them may think differently some day.
- ❖ Never evaluate a property at more than you think it is worth because the valuation is for a mortgage only and the loan asked is perfectly safe. The average mortgagee can figure; he wants your judgment of the value of the property on which he judges the safety of the loan.
- ❖ Never try to negotiate a sale or a loan without disclosing all you know about the property. You may temporarily increase your business by concealing latent disturbing elements, but you never increase your reputation.
- ❖ Never average your valuation on honest differences of opinion. An opinion may be honest, but if not intelligent, it has no value.

Real Estate Advisory Commission

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Most Common Licensing Problems

William E. Moran, Managing Deputy Commissioner

The Department of Real Estate's Licensing Section processes a large volume of documents for various licensing transactions, including original and renewal applications and change notices. In recent years, the Department has experienced a decrease in revenue and a resultant significant reduction in staff. This has extended our processing times beyond what we would like them to be. Submissions of incorrect documentation and fees also frustrate the process. The remainder of this article explains some of the common problems found in transactions submitted to the Licensing Section.

- **Insufficient Fees** — Licensing fees were increased effective January 1, 1994. Many persons are still using the old fee schedule. The Licensing Section is not able to process a transaction until the applicant remits the proper fee. Please see the current fee schedule below.
- **Incomplete Documents** — Applicants and licensees should read the instructions that accompany licensing forms and provide all required information. Information and (original) signatures must be legible. Certain documents, such as the Salesperson Change Application, must be signed by both the broker and the salesperson.
- **Mailing Address** — Many licensees fail to notify the Department of a change

in mailing address. Without a proper mailing address, the Department is unable to provide important information, such as a courtesy reminder that a license is due for renewal, and the *Real Estate Bulletin*, which includes information about changes to license requirements. Depending on the circumstances, salespersons may sometimes experience problems receiving mail from the Department if the broker's address is used as the mailing address.

- **Corporations** — The procedures for obtaining a corporate real estate broker license have increased in complexity in recent years. It is important to *carefully* read the instructions that accompany the application. Careful reading can prevent mistakes and omissions. Applications must include a Statement of Officers and a Statement by Domestic Stock Corporation. When a salesperson licensed to the corporation is a corporate officer, the application should include a corporate resolution appointing the designated broker as both an officer and a director of the corporation. Further, when fictitious business names are intended to be added to the corporate license, they must be filed with the county clerk in the name of the corporation as registrant.

By taking a little extra time to carefully complete licensing documents, applicants

and licensees can help eliminate processing delays. Persons who have questions *after* reading the appropriate instructions should call the Licensing Section [(916) 227-0931] or the nearest district office of the Department of Real Estate. 🏠

Public License Information

Have you ever had the need or opportunity to contact the Department of Real Estate (DRE) to determine whether someone is licensed as a real estate broker or salesperson? What other information can you learn from the DRE's license records?

In addition to licensing status, the following information is available upon request:

- Name
- Address - both business and mailing
- Identification number
- License expiration date
- Fictitious business name (broker)
- Salesperson(s) employed (broker)
- Branch office location(s) (broker)
- Corporate affiliation (broker)
- Employing broker (salesperson)
- Public comments

You'll note that the word broker appears after some of the items listed. This means that only a broker license record will have this type of information. For example, only a broker will have a fictitious business name and only a broker can have salespersons employed by him or her. Also, only brokers can have branch office locations and corporate affiliations.

Here is a brief description of each of the available items:

Name - This is fairly obvious. If the licensee is a corporation, the name provided will be as filed with the Secretary of State.

Address - The business and a mailing address of the broker is available. The business address will be the broker's main office address and this will also be the busi-

License and Examination Fee Schedule

	Sales	Broker
Examination	\$ 30	\$ 60
Re-Examination	\$ 30	\$ 60
Re-Schedule, 1st	\$ 15	\$ 20
Re-Schedule, 2nd	\$ 30	\$ 30
Fingerprint Processing Fee	\$ 32*	\$ 32*
Original License (conditional—sales only)	\$ 195*	N/A
Original License (normal)	\$ 170*	\$ 215*
Renewal License (on-time)	\$ 170	\$ 215
Renewal License (late)	\$ 255	\$ 322

*Note: The \$32 fingerprint processing fee is required if the applicant has never before been licensed in real estate by this Department, or if a license expired more than two years ago.

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More on Escrows

\$1,300,000 Trust Fund Shortage

In the past couple of years, the Department of Real Estate has published several *Real Estate Bulletin* articles specifically addressed to real estate brokers who, as an adjunct to their real estate business, provide escrow services to their clients.

In the Summer 1992 *Bulletin* articles, the Department noted that in order to conduct an escrow business under the exemption allowed within §17006 of the California Financial Code, a broker must be "performing acts in the course of or incidental to a real estate transaction in which the broker is an agent or a party to the transaction and in which the broker is performing an act for which a real estate broker license is required."

The Summer 1993 *Bulletin* articles included an in-depth review of the general escrow principles and rules a real estate broker must adhere to while performing escrow services incidental to the handling of a real estate transaction.

Most recently, the Winter 1993 *Bulletin* apprised real estate licensees of recent law changes which directly impact a broker when conducting escrow services. The article further advised brokers of the need to keep abreast of changes in the Escrow Law as well as the Real Estate Law. One of the goals in publishing these articles is to help real estate brokers avoid exposing their licenses to discipline. To this end, the Department believes that it may be wise for brokers to periodically review these articles.

It must be remembered that problems in this area will adversely impact consumer confidence in broker-controlled escrows. The following is an example of an egregious case involving a mortgage broker and a broker-controlled escrow.

ABC Corporation and ABC's designated officer, while acting as a mortgage loan broker and escrow agent for the loans they brokered, received loan funds in several refinance transactions specifically for the purpose of paying off existing first and second trust deeds on their clients' properties. ABC obviously was aware that the

new loans they were negotiating would be secured by new 1st trust deeds. However, ABC failed to pay off eleven (11) existing 1st and 2nd trust deeds, utilizing the payoff amounts for their own benefit. ABC, as escrow holder, caused the escrows to be settled, by recording each new 1st trust deed and representing in each transaction's HUD-1 statement that the funds had been disbursed to the original note holders. As a result, each title insurance company involved in these transactions insured the new 1st. In an effort to delay discovery of the scheme, ABC continued making payments to the original 1st and 2nd note holders.

The Department became aware of ABC's scam as a result of a complaint filed in a non-related transaction alleging that ABC conducted an illegal escrow because



it was neither an agent nor a party in the transaction. DRE's investigation found that there was a trust fund shortage aggregating \$1,300,000, other acts of fraud, and numerous other Business and Professions Code violations. Needless to say the Department has revoked ABC's corporate license, as well as the designated officer's license. Criminal charges are pending.

As noted, violations such as those discussed above can undermine consumer confidence in broker-controlled escrows and invite legislative intervention. Hopefully, real estate licensees who provide escrow services will find in this example further reasons to keep themselves educated as to their responsibilities under both the Real Estate and Escrow Laws. 🏠

Public License Information

Continued from page 3

Business address for any salespersons employed by the broker. While a salesperson can work from any branch office of an employing broker, the business address for a salesperson will always be the employing broker's main office. Both broker and salesperson can choose whatever mailing address they wish, including post office boxes or residences.

Identification number - This is the number issued with each real estate license and appears as an eight digit number on the license certificate.

Fictitious business name - A license bearing a fictitious name is only issued to brokers. Prior to use, a broker must properly file the fictitious name with the county clerk and with DRE. Only then is a broker allowed to conduct business under the fictitious business name. A salesperson cannot use a fictitious business name.

Branch offices - If a broker conducts business from a location or locations other than his or her main office, the broker must obtain a branch office license for each location. Branch office locations are shown on

the broker license record.

Corporate affiliation - A broker may conduct business in a number of different capacities: as an individual, as an individual and a licensed officer of one or more corporations, or solely as an officer of one or more corporations. Corporate affiliation simply means that if a broker has a license other than as an individual, that information will appear under "corporate affiliation".

Employing broker - To be eligible to perform licensed acts, a salesperson must always work for a broker. The identity of the employing broker will appear on the salesperson's record. All salespersons working for a broker are shown on the broker's license record under the broker's personal name.

Comments - This information will primarily advise you if an accusation has been filed or formal disciplinary action taken against the person's license.



DISCIPLINARY ACTION — DECEMBER 1993 TO FEBRUARY 1994



- ✓ 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 and the disciplinary action is stayed, until the stay is dissolved. Names of persons to whom licenses are denied on application are not published.
- ✓ Licensees are listed alphabetically by the District Office region of responsibility.
- ✓ The license type is listed in parentheses after the licensee's name. [REB – Real estate broker; RREB – Restricted real estate broker; RES – Real estate salesperson; RRES – Restricted real estate salesperson; PRLS – Prepaid rental listing 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

2715	Broker's failure to maintain current address with DRE
2725	Failure of broker to review and initial agreements
2726	Failure to have broker-salesperson agreements
2731	Unauthorized use of fictitious business name
2731(a)	Failure to obtain dba license
2752	Broker's failure to notify DRE of new salesperson
2785(a)	Unlawful conduct in sale, lease and exchange transactions
2785(b)	Unlawful conduct in mortgage loan transactions
2791.1	Failure to impound subdivision interest purchase money
2791.2	Inadequate bond furnished for handling subdivision interest purchase money
2794	Failure to provide a public report
2800	Failure to notify DRE of material change in subdivision
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 specific provisions for handling trust funds
2832(c)	Improper handling of deposit check
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	Violation of broker-controlled escrow
2950(h)	Failure of broker to advise all parties of licensee's interest in agency holding escrow
2951	Record keeping requirements for broker handled escrows
2970	Misleading advance fee advertising material
2972	Incomplete advance fee accountings

Business and Professions Codes

480	Denial of license based upon criminal conviction
480(c)	Denial of license on grounds of false statement in license application
490	Relationship of conviction to licensed activity
498	License obtained by fraud, deceit or misrepresentation/omitting a material fact
10085	Failure to submit advance fee materials
10086	Violation of order to desist and refrain
10130	Acting without license
10137	Unlawful payment of compensation
10140	False advertisement
10142	Failure to deliver copy of agreement to signatory
10145	Trust fund handling
10145(a)	Trust fund handling
10145(c)	Failure by salesperson to deliver trust funds to broker
10145(d)	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
10159.2	Failure by designated officer to supervise licensed acts of corp.
10159.5	Failure to obtain license with fictitious business name
10161.8	Failure of broker to notify Commissioner of salesperson employment
10162	Failure to maintain a place of business
10163	Failure to obtain a branch office license
10165	Covers various violations
10176(a)	Making any substantial misrepresentation
10176(c)	Course of misrepresentations through salespersons

10176(e)	Commingle trust funds
10176(i)	Fraud or dishonest dealing in licensed capacity
10177(a)	Procuring a real estate license by misrepresentation or material false statement
10177(b)	Conviction of crime
10177(d)	Violation of real estate law or regulations
10177(f)	Conduct that would have warranted denial of a license
10177(g)	Negligence or incompetence as licensee
10177(h)	Failure to supervise salespersons or corporation
10177(j)	Fraud or dishonest dealing not in licensed capacity
10177.5	Civil fraud judgment based on licensed acts
10231.1	Retaining lender's funds for more than 60 days
10232	Failure to notify DRE of threshold status
10232.2	Failure to file annual MLB reports
10234	Failure of broker to record trust deed in loan transaction or to cause recorded assignment of trust deed in sale of note secured by trust deed
10235	False advertising in mortgage loan activities
10235.5	Lender purchaser disclosure violation
10238.3	Failure to obtain real property securities permit
10240	Failure to give mortgage loan disclosure statement
10240(a)	Failure to deliver mortgage loan disclosure form
10241	Improper mortgage loan disclosure statement
11012	Material change in subdivision without notice
11013.2	Failure to comply with conditions in the sale of subdivided lands subject to blanket encumbrance
11018.2	Sale of subdivision lots without a public report

LICENSES REVOKED

Fresno Region

Leavitt, Robert Donovan (RES)
 PO Box 576782, Modesto
Effective: 2/17/94
Violation: 490, 10177(b)

Martin, Andy (RES)
 322 S. Haley St., Bakersfield
Effective: 2/17/94
Violation: 490, 10177(b)

Phair & Associates Inc. (REC)
 875 E. Canal Dr., Ste. 1, Turlock
Effective: 12/8/93
Violation: 2830, 2831.1, 2832, 10145(a), 10176(i), 10177(d)

Los Angeles Region

Campbell, Keven Leroi (RES)
 1520 West 83rd St., Los Angeles
Effective: 2/17/94
Violation: 490, 10177(b)

Chen, I-Tsu (RES)
 364 W. Naomi Ave., Arcadia
Effective: 12/8/93
Violation: 490, 10177(b)

Dandurand, John F. (RES)
 PO Box 5146, Long Beach
Effective: 2/3/94
Violation: 10177(d)

Donahue, Chandrika (RES)
 705 N. Westmount Dr., #304, Los Angeles
Effective: 12/20/93
Violation: 490, 10177(b)

Guevara, Jose Ediberth (RES)
 1219 W. St. George Dr., San Dimas
Effective: 1/11/94
Violation: 498, 10177(a)

Harris, Charles Eugene (RES)
 24415 Marigold Ave., Harbor City
Effective: 12/9/93
Violation: 10130, 10137, 10142, 10145(c), 10176(a)(e)(i), 10177(d)(j)

Herrera, Jose Leonardo (RES)
 5716 Juarez Ave., Whittier
Effective: 12/21/93
Violation: 490, 10177(b)

Hudson, Ginny (REB)
 21949 Gresham St., West Hills
Effective: 12/20/93
Violation: 2831, 2831.1, 10162, 10165, 10177(d)



Kelly, Edythe Diane (RRES)
18324 Clark St., #124, Tarzana
Effective: 2/3/94
Violation: 10177.5

Kuan, Ronald (RES)
4284 Niland St., Lynwood
Effective: 1/26/94
Violation: 490, 10177(b)

Moore, Monica Marie (REB, REO)
12632 Bloomfield Ave., #21,
Norwalk
Effective: 2/28/94
Violation: 2950(h), 10140,
10177(d)
Officer of: Whitney Blair
Associates Inc.

Orpilla, Samuel Duldulao Jr. (REB)
441 East 44th Cir., Long Beach
Effective: 1/27/94
Violation: 2830, 2831, 2831.1,
2831.2, 2970, 10137, 10145,
10146, 10177(d)

Pacific Shores Mortgage Co. Inc. (REC)
15613 Ventura Blvd., 2nd Floor,
Encino
Effective: 10/27/93
Violation: 2831, 10177(d)

Payne, Timothy K. (RES)
3945 Topaz Ln., La Verne
Effective: 12/9/93
Violation: 498, 10177(a)(b)

Reliance Mortgage Incorporated (REC)
11022 Santa Monica Blvd., Ste.
200, Los Angeles
Effective: 12/2/93
Violation: 2831, 2831.1, 2831.2,
10086, 10177(d)(g)

Santa Anita Financial & Equity (REC)
4978 Santa Anita Ave., Ste. 103,
Temple City
Effective: 1/26/94
Violation: 10177(f)

Stetler, Richard Lowell Jr. (REB)
9300 Leona Ave., Leona Valley
Effective: 12/30/93
Violation: 10176(e), 10177(d)

Today's First America's Funding Co., Inc. (REC)
3810 Wilshire Blvd., Ste. 1801,
Los Angeles
Effective: 2/1/94
Violation: 2830, 2831, 2831.1,
10137, 10177(d)

Wei, Min-Hua (RES)
500 E. Saxon Ave. B, San Gabriel
Effective: 12/14/93
Violation: 490, 10177(b)

Weiss, Jurgen B. (RES)
935 Quarterhorse Ln., Agoura
Effective: 12/7/93
Violation: 498, 10177(a)

Wise, Bradley Gordon (RES)
32107 Lindero Canyon Rd.,
Westlake Village
Effective: 1/12/94
Violation: 490, 10177(a)

Santa Ana Region

Aggressive Realty (REC)
12994 Elm Crest Ct., Yucaipa
Effective: 12/20/93
Violation: 2726, 2830, 2831.2,
2832.1, 10165, 10177(d)(g)

Armstrong, John Warren (REB, REO)
43601 E. Florida, #17, Hemet
Effective: 12/30/93
Violation: 10145, 10177(d)(g)(h)
Officer of: Mission Viejo Home
Loans Inc.

Baze, Thomas Paul Jr. (RES)
950 California St., #69, Calimesa
Effective: 12/8/93
Violation: 10177(f)(j)

Bladen, Jewel Avanel (RES)
PO Box 6384, Laguna Niguel
Effective: 1/13/94
Violation: 490, 10177(b)

Chaussee, Christian R. (REB)
42124 Weeping Willow Ln.,
Murrieta
Effective: 1/18/94
Violation: 490, 2715, 10162,
10165, 10177(b)(d)

Gomez, Leonardo Mallare (RES)
PO Box 932, Yorba Linda
Effective: 1/25/94
Violation: 10176(a), 10177(j)

Herle, John Henry (RES)
540 N. San Jacinto, Ste. B, Hemet
Effective: 12/14/93
Violation: 490, 10177(b)

Jonekos, Stanley J. Jr. (REB, REO)
400 S. Ramona, Ste. 110, Corona
Effective: 2/3/94
Violation: 10137, 10177(d)(h)
Officer of: Time Mortgage Inc.

Klos, Kevin Paul (RES)
11851 Robert Ln., Garden Grove
Effective: 12/28/93
Violation: 490, 10177(b)

Lai, Robert Boon-Pu (RES)
PO Box 37, Mira Loma
Effective: 12/14/93
Violation: 10137, 10176(a)(i),
10177(g)(j)

Markert, Jon Jay (RES)
26571 Moon Ridge, El Toro
Effective: 12/9/93
Violation: 2715, 10177(d)(j)

McLain, James Richard (REB, REO)
34995 Yucaipa Blvd., Yucaipa
Effective: 12/20/93
Violation: 2726, 2830, 2831.2,
2832.1, 10165, 10177(d)(g)(h)
Officer of: Aggressive Realty

Minoli, Donald Norman (REB)
409 River Rd., Needles
Effective: 2/10/94
Violation: 490, 10177(b)

Mission Viejo Home Loans Inc. (REC)
24196 Alicia Pky., Ste. C,
Mission Viejo
Effective: 12/30/93
Violation: 10145, 10177(f)(g)

Perez, Henry Rojas (REB)
68-574 E. Palm Canyon Dr.,
Cathedral City
Effective: 12/14/94
Violation: 490, 10177(b)

Peterson, Jeff S. (RES)
44385 Via Barranca, Temecula
Effective: 1/18/94
Violation: 498, 10177(a)

Riley, Dustine Ann (RES)
5024 Roosevelt St., Chino
Effective: 12/14/93
Violation: 490, 10177(b)

Steele, Mark (RES)
26391 Payaso Ln., Mission Viejo
Effective: 2/8/94
Violation: 10177(f)(j)

Time Mortgage Inc. (REC)
400 S. Ramona, Ste. 110, Corona
Effective: 2/3/94
Violation: 10137, 10177(d)

Whitney Blair Associates Inc. (REC)
3941 S. Bristol, #E-70, Santa Ana
Effective: 2/28/94
Violation: 2950(h), 10140,
10177(d)

Wu, Chao Hsuan (RES)
14521 Savin Ave., Irvine
Effective: 12/8/93
Violation: 498, 10177(a)

Sacramento Region

Clifton, Sharyn Ann (RES)
PO Box 552, Alamo
Effective: 12/6/93
Violation: 10177.5

De Zeeuw, Melvin Arthur (REB)
246 River Acres Dr., Sacramento
Effective: 2/3/94
Violation: 2830, 2832, 2970,
2972, 10085, 10146, 10176(e),
10177(d)

Jeffries, James Robert (RES)
2576 Rebecca Dr., Pinole
Effective: 2/15/94
Violation: 490, 10177(b)

Johanson, Edward (REB)
3841 N. Freeway Blvd., Ste. 220,
Sacramento
Effective: 2/16/94
Violation: 10177(f)

Loomis, Leone Verna (RES)
PO Box 416, Clarksburg
Effective: 12/7/93
Violation: 10176(i)

Schilz-Price Enterprises Inc. (REC)
3704 Mt. Diablo Blvd., Ste. 120,
Lafayette
Effective: 12/7/93
Violation: 2831, 2831.1, 2831.2,
2832.1, 10145, 10177(d)

Umland, Vicki Ann (RES)
PO Box 663, Oregon House
Effective: 12/30/93
Violation: 10130, 10176(i)(j),
10177(d)

San Diego Region

Adams, Lanette Michelle (RES)
4776 Mayten Ct., Oceanside
Effective: 12/14/93
Violation: 10130, 10137,
10177(d)(g)

Cook, Donald Dean (REB)
405 W. Ash St., San Diego
Effective: 1/4/94
Violation: 10177(f)(j)

Kennedy, Del (RES)
1336 Darwin Dr., Oceanside
Effective: 2/9/94
Violation: 10176(a)(i), 10177(j)

Levens, David Daniel (REB)
249 S. Highway 101, Ste. 309,
Solana Beach
Effective: 12/8/93
Violation: 490, 10177(b)

Mulligan, Steve Allan (RES)
550 B Ave., Coronado
Effective: 2/2/94
Violation: 10177.5

Williams, Judith Ann (REB)
421 Palm Ave., Imperial Beach
Effective: 12/8/93
Violation: 10176(i)

San Francisco Region

Argent Mortgage & Investment Corp. (REC)
3685 Mt. Diablo Blvd., Ste. 351,
Lafayette
Effective: 2/16/94
Violation: 2830, 2831.1, 2831.2,
2832.1, 10145, 10176(e),
10177(d), 10231.1, 10234,
10238.3

Bukus, Susan Lois (REB, REO)
140 El Toro Ct., Morgan Hill
Effective: 12/22/93
Violation: 10176(a)(c)(i),
10177(d)(g)(h), 10232, 10234

Campbell, Marquis Vincent (RES)
184 Silver Pine Ln., Danville
Effective: 12/29/93
Violation: 490, 10177(b)

Castillo, Ekio Jose (RES)
1549 Solano Ave., Berkeley
Effective: 12/28/93
Violation: 490, 10177(b)

Cotterman, Howard Wesley (REB)
5339 Prospect Rd., Ste. 345,
San Jose
Effective: 12/28/93
Violation: 490, 10177(b)

E. G. Financial (REC)
150 Lombard St., Ste. 1,
San Francisco
Effective: 2/9/94
Violation: 2831, 2831.2, 2834,
2970, 10085, 10145, 10176(e),
10177(d)

Gerace, John M. (RES)
660 Cherry Ave., Sonoma
Effective: 2/9/94
Violation: 490, 498, 10177(a)(b)

Hurwitz, John Platt (REB)
7674 Frederiksen Ct., Dublin
Effective: 12/23/93
Violation: 490, 10177(b)

- Langford, Roger Loder (REB)**
33 New Montgomery St.,
Ste. 220, San Francisco
Effective: 2/2/94
Violation: 2830, 10145,
10176(i), 10177(d)
- Mann, Babu W. S. (RRES)**
2845 S. White Rd., San Jose
Effective: 1/5/94
Violation: 10176(a)(c)(i)
- McCulloh, Wanda (REB)**
422 Larkfield Center, Ste. 245,
Santa Rosa
Effective: 1/19/94
Violation: 10177.5
- Mid-Cal Funding Inc. (REC)**
1025 N. Dutton Ave., Santa Rosa
Effective: 2/16/94
Violation: 2731, 2752, 2830,
2970, 10137, 10145, 10146,
10159.5, 10161.8, 10163, 10165,
10176(a)(e)(i), 10177(d)
- Petsas, George Jerry (RES)**
2938 Renwick Way, Santa Cruz
Effective: 12/28/93
Violation: 490, 10177(b)
- Pillow, Lee Jay (RES)**
567 South 8th St., San Jose
Effective: 12/6/93
Violation: 10176(a)(c)(i)
- Provo, Geoffrey Keith (RES)**
415 Tasso, Palo Alto
Effective: 12/28/93
Violation: 490, 10177(b)
- Quirino, Carlos Bowen (RES)**
904 Leneve Pl., El Cerrito
Effective: 12/28/93
Violation: 490, 10177(b)
- Ricardo, Cresencia Sugitan (RRES)**
33 Pretor Way, San Francisco
Effective: 12/29/93
Violation: 490, 10177(b)
- Safeway Financial Services Corp. (REC)**
275 Saratoga Ave., Ste. 180,
Santa Clara
Effective: 12/22/93
Violation: 2731(a),
10176(a)(c)(i), 10177(d)(f),
10232, 10234
- Shear, Dennis James (RES)**
560 Davis St., San Francisco
Effective: 2/7/94
Violation: 10145(c), 10176(i),
10177(d)
- Spruiell, Daniel Curtis (REB)**
4165 Amberwood Cir, Pleasanton
Effective: 12/8/93
Violation: 10234, 10177(d)(j)
- Sutton, Spencer A. (RES)**
951-2 Old County Rd., #188,
Belmont
Effective: 2/1/94
Violation: 10145(c), 10176(a)(i),
10177(d)(j)
- Vazira, Adolph Joseph (RES)**
16795 Lark Ave., Ste. 101,
Los Gatos
Effective: 12/16/93
Violation: 10177(a)
- Wims, Irvin (RES)**
5632 Weaver Pl., Oakland
Effective: 2/7/94
Violation: 10145, 10176(a)(i),
10177(d)(j)
-
- REVOKED WITH A RIGHT
TO A
RESTRICTED LICENSE**
- Fresno Region**
- Phair, Larry Eldon (REB, REO)**
875 E. Canal Dr., Turlock
Effective: 12/8/93
Violation: 2830, 2831.1, 2832,
10137, 10145(a), 10176(i),
10177(d)
Officer of: Phair & Associates
Inc.
Right to RRES license on terms
and conditions.
-
- Los Angeles Region**
- Annau, Marshall Eugene (REB)**
8811 Canoga Ave., Sp. 118,
Canoga Park
Effective: 12/31/93
Violation: 2831, 2831.1, 2831.2,
10086, 10177(d)(g)(h)
Officer of: Reliance Mortgage
Inc.
Revoked with right to RRES
license on terms and conditions.
- Bee, Ramona Lui (REB, REO)**
2501 W. Colorado Blvd., #B,
Los Angeles
Effective: 1/26/94
Violation: 10145, 10177(d)
Officer of: United Traders
Financial Corporation
Right to RREB license on terms
and conditions.
- Binkley, Richard Thomas (REB)**
86 W. Birchroft St., Arcadia
Effective: 12/8/93
Violation: 10137, 10177(h)
Right to RREB license on terms
and conditions.
- Blau, Jonathan Alan (REB, REO)**
201 Santa Monica Blvd., Ste. 320,
Santa Monica
Effective: 12/7/93
Violation: 10177(h)
Right to RREB license on terms
and conditions.
- Galvez, Socorro (RES)**
1251 East 77th St., Los Angeles
Effective: 12/8/93
Violation: 10130, 10177(d)
Right to RRES license on terms
and conditions.
- Ha, Grace (RES)**
10631 Lindley Ave., #103,
Northridge
Effective: 2/15/94
Violation: 498, 10177(a)
Right to RRES license on terms
and conditions.
- Hernandez, Johnny Augustin (RES)**
3793 Woodhaven St., Simi Valley
Effective: 1/27/94
Violation: 10177(j)
Right to RRES license on terms
and conditions.
- Jordan, Austin Sylvester (RES)**
18000 Bullock St., Encino 91316
Effective: 10/27/93
Violation: 10130, 10177(d)
Right to RRES license on terms
and conditions; RRES license
suspended for 60 days.
- Moses, Max Robert (REB)**
2722 Azores Place,
Rancho Palo Verdes
Effective: 2/9/94
Violation: 490, 10177(b)
Right to RREB license on terms
and conditions.
- Sandigo, Mamerto Jr. (RES)**
23604 Prospect Valley Dr.,
Diamond Bar
Effective: 12/8/93
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.
- Sylvan, Barry Steven (REB)**
828 Moraga Dr., 2nd Floor,
Bel Air
Effective: 1/18/94
Violation: 490, 10177(b)
Right to RREB license on terms
and conditions.
- Thompson, Hartzell Lee (REB)**
9440 Wentworth St., Sunland
Effective: 1/4/94
Violation: 10177(d)
Right to RREB license on terms
and conditions.
-
- Santa Ana Region**
- Brick, Daniel Thomas (RES)**
26602 Pepita Dr., Mission Viejo
Effective: 12/28/93
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.
- Paquette, Dennis Laroy (REB, REO)**
1500 Adams Ave., #306,
Costa Mesa
Effective: 2/9/94
Violation: 2830, 2831, 2831.2,
2832.1, 10145, 10176(e)(i),
10177(d)
Right to RREB license on terms
and conditions.
- Ros, Eduardo J. B. (REB)**
800 San Simeon Cir., Placentia
Effective: 12/30/93
Violation: 2830, 2832(c), 10145,
10146, 10177(d)
Right to RREB license on terms
and conditions; RREB license
suspended for 30 days.
- Sher-Platter Inc. (REC)**
18564 Hwy. 18, Ste. 205,
Apple Valley
Effective: 1/12/94
Violation: 2731, 2785(a)(b),
2831, 2831.1, 10159.2,
10176(a)(i), 10177(h)
Right to RREC license on terms
and conditions.
- Wennen, Glenn L. (REB)**
916 N. Mountain Ave., Ste. D4,
Upland
Effective: 12/14/93
Violation: 2831, 2831.1, 2832.1,
2834, 2951, 10130, 10145,
10159.5, 10177(d), 10232(e),
10232.1, 10240
Right to RREB license on terms
and conditions; RREB license
suspended for 30 days.
-
- Sacramento Region**
- Burr, Francene Mae (REB)**
1551 Oak Ave., St. Helena
Effective: 12/15/93
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.
- Chalfont, Byron Edward (REB)**
201 E. Kentucky St., Fairfield
Effective: 2/2/94
Violation: 2731, 10177(d)
Right to RREB license on terms
and conditions.
- Fenton, Michael Alan (RES)**
PO Box 6735, Tahoe City
Effective: 1/31/94
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.
- Golden, Eric Allen (RES)**
1932 Bidwell Way, Sacramento
Effective: 2/16/94
Violation: 10177(f)
Right to RRES license on terms
and conditions.
- Koza, Christine (REB, REO)**
11170 Sun Center Dr., Ste. 600,
Rancho Cordova
Effective: 12/13/93
Violation: 2830, 2832, 2834,
10145, 10177(d)
Officer of: Koza Investments
Right to RREB license on terms
and conditions.
- Koza Investments (REC)**
11170 Sun Center Dr., Ste. 600,
Rancho Cordova
Effective: 12/13/93
Violation: 2830, 2832, 2834,
10145, 10177(d)
Right to RREC license on terms
and conditions.



**Ku, Lai Y. (REB)**

5412 Madison Ave., Ste. 170,
Sacramento
Effective: 2/25/94
Violation: 2725, 2726, 2731,
2830, 2831, 2831.1, 2831.2,
10145, 10177(d)(h), 10240, 10241
Right to RREB license on terms
and conditions.

Ku, William (RES)

5412 Madison Ave., Ste. 170,
Sacramento
Effective: 2/25/94
Violation: 10130, 10137,
10145(c), 10177(d)
Right to RRES license on terms
and conditions.

Lyttle, Brian Thomas (RES)

9840 Jetmar Way, Elk Grove
Effective: 2/2/94
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Marcal, Melvin Donald (RES)

113 Miller Way, Folsom
Effective: 2/9/94
Violation: 10130, 10131, 10137,
10177(d)
Right to RRES license on terms
and conditions.

Schilz, William Fredrick (REB, REO)

43 Garden View Ln., Pleasant Hill
Effective: 12/7/93
Violation: 10159.2, 10177(d)(h)
Right to RREB license on terms
and conditions.

Vandermyden, John R. (REB)

12344 Fair Oaks Blvd., Ste. D,
Fair Oaks
Effective: 2/14/94
Violation: 2830, 10137, 10145,
10177(d)(g), 10235, 10235.5
Right to RREB license on terms
and conditions; RREB license
suspended for 40 days.

San Diego Region**Battee, Kathleen Leslie (RREB)**

9584 Murray Dr., La Mesa
Effective: 12/30/93
Violation: 10176(a)
Right to RRES license on terms
and conditions.

Tri-Growth Real Estate Inc. (REC)

790 E. Washington Ave.,
El Cajon
Effective: 1/28/94
Violation: 2715, 2725, 2731,
2752, 2830, 2831, 2831.1, 2832.1,
2834, 10145, 10159.2, 10159.5,
10162, 10177(d)(g)(h)
Right to RREC license on terms
and conditions.

Unander, Ronald Wesley (REB, REO)

10791 Jamacha Blvd., Ste. 1,
Spring Valley
Effective: 1/28/94
Violation: 2715, 2725, 2731,
2752, 2830, 2831, 2831.1, 2832.1,
2834, 10145, 10159.2, 10159.5,
10162, 10177(d)(g)(h)
Right to RREB license on terms
and conditions.

Zeluff, Thomas John (RREB)

4120 W. Point Loma Blvd.,
San Diego
Effective: 1/19/94
Violation: 2831, 2831.1, 2832.1,
2832.1, 10177(d)
Right to RREB license on terms
and conditions.

San Francisco Region**Costa, Paul Bartholemew (REB, REO)**

157 Happy Valley Rd.,
Santa Cruz
Effective: 1/31/94
Violation: 10177(g)(h)
Officer of: Paul B Costa Inc.
Right to RREB license on terms
and conditions.

Erickson, Ronan Jerome (REB, REO)

1965 Market St., San Francisco
Effective: 12/8/93
Violation: 2726, 2831, 10145,
10177(d)
Officer of: Touchstone
Properties; Touch-
stone Financial
Services Inc.
Right to RREB license on terms
and conditions.

Funderburg, Sealray (RES)

PO Box 3796, San Jose
Effective: 12/6/93
Violation: 10176(a)(c)(i)
Right to RRES license on terms
and conditions.

Jacobs, Herbert S. (REB, REO)

3685 Mt. Diablo Blvd., Ste. 351,
Lafayette
Effective: 2/16/94
Violation: 2830, 2831.1, 2831.2,
2832.1, 10145, 10176(e),
10177(d)(g)(h), 10231.1, 10234,
10238.3
Officer of: Argent Mortgage &
Investment Corp.
Right to RREB license on terms
and conditions.

Mercurio, Stephen Horace (RES)

117 Pearl St., Monterey
Effective: 2/9/94
Violation: 10130, 10177(d)
Right to RRES license on terms
and conditions.

Moerenhout, Joe Cornelis (REB)

257 E. Campbell Ave., Ste. 3,
Campbell
Effective: 12/22/93
Violation: 10176(a)(c)(i),
10177(d)
Right to RREB license on terms
and conditions.

Paul B. Costa Inc. (REC)

157 Happy Valley Rd.,
Santa Cruz
Effective: 1/31/94
Violation: 2830, 2831.1, 2831.2,
2832.1, 2834, 10145, 10176(e),
10177(d)
Right to RREC license on terms
and conditions.

Sahlie, Gene Leroy (RES)

7206 Circle Dr., Rohnert Park
Effective: 2/16/94
Violation: 10130, 10177(d)
Right to RRES license on terms
and conditions.

Woods, Robert Maurice (REB)

2335 American River Dr., #306,
Sacramento
Effective: 1/19/94
Violation: 490, 10177(b)
Right to RREB license on terms
and conditions.

**INDEFINITE SUSPENSIONS
(under Recovery Acct.
provisions)****Los Angeles Region****Hah, Ok Ran (RES)**

27522 Warrior Dr.,
Rancho Palos Verdes
Effective: 1/5/94

Kim, Sung Chul (RES)

304 S. Elm Dr., Apt. 204,
Beverly Hills
Effective: 1/5/94

Moguel, Pamela Lyn (RES)

1445 Randall St., Apt. 2, Glendale
Effective: 1/5/94

Santa Ana Region**Borras, James Charles (REB)**

P.O. Box 427-28, Tustin
Effective: 12/24/93

B/F Security First Investments Corp. (REC)

18062 Irvine Blvd., Ste. 205,
Tustin
Effective: 12/24/93

**SUSPENDED WITH
STAYS****Fresno Region****Jolly, Chris W. (RES)**

633 North H St., Tulare
Effective: 12/13/93
Violation: 10177(g)
To be suspended for 15 days from
date conditional suspension is
lifted; stayed for 1 year on terms
and conditions.

King, Wayne (REB)

965 Airport Dr., San Luis Obispo
Effective: 2/2/94
Violation: 10137
Suspended for 30 days; stayed for
1 year on terms and conditions.

Los Angeles Region**Araya, Luis Alberto (RES)**

30600 Torre Pines Pl.,
Agoura Hills
Effective: 1/19/94
Violation: 10130, 10177(d)
Suspended for 30 days; stayed for
1 year on terms and conditions.

Bennett, Billy Buster (REB, REO)

9819 National Blvd., #3,
Los Angeles
Effective: 1/26/94
Violation: 2950, 10148,
10177(d)
Officer of: W. E. Grant Credit
Construction Inc.
Suspended for 30 days; Stayed for
1 year on conditions.

Conde, Melba (RES)

6067 Loynes Dr., Long Beach
Effective: 12/15/93
Violation: 10176(a)
Suspended for 60 days; all but 30
days stayed for 1 year on terms
and conditions.

Dearth, Richard (REB, REO)

9109 Las Tunas Dr., Temple City
Effective: 2/16/94
Violation: 10145, 10177(d)
Officer of: Rich/Earth Financial,
Inc.
Suspended for 30 days; stayed on
condition.

McClafferty, Michael James (RES)

5150 Neptune Square, #G,
Oxnard
Effective: 12/29/93
Violation: 10176(a)
Suspended for 60 days; all but 30
days stayed for 1 year on
condition.

Rich/Earth Financial Inc. (REC)

9109 Las Tunas Dr., Temple City
Effective: 2/16/94
Violation: 10145, 10177(d)
Suspended for 30 days; stayed on
condition.

W. E. Grant Credit Construction Inc. (REC)

106 W. Manchester Ave., G,
Los Angeles
Effective: 1/26/94
Violation: 2950, 10148,
10177(d)
Suspended for 30 days; stayed for
1 year on conditions.

Sacramento Region**Burden-Bradley, Sandi Lynne (RES)**

1324 La Cueva Way, Sacramento
Effective: 1/3/94
Violation: 10145(c), 10177(d)
Suspended for 30 days; stayed for
1 year on terms and conditions.

Cook, Frank L. (REO)

4305 Freeport Blvd., Sacramento
Effective: 12/7/93
Violation: 10177(h)
Suspended for 15 days; stayed for
1 year on terms and conditions.

Frank Cook Realty Inc. (REC)
 4305 Freeport Blvd., Sacramento
Effective: 12/7/93
Violation: 10177(h)
 Suspended for 15 days; stayed for 1 year on terms and conditions.

Huber, Patricia Ann (REB, REO)
 1222 High St., Auburn
Effective: 2/9/94
Violation: 2830.1, 2832.1, 2834, 10145, 10176(e)(i), 10177(d)
Officer of: Huber Property Management Inc.
 Suspended for 30 days; stayed for 1 year on terms and conditions.

Huber Property Mgt. Inc. (REC)
 1222 High St., Auburn
Effective: 2/9/94
Violation: 2830.1, 2832.1, 2834, 10145, 10176(e)(i), 10177(d)
 Suspended for 30 days; stayed for 2 years on terms and conditions.

Lewis, Robert E. (REB, REO)
 1475 N. Broadway, Ste 420, Walnut Creek
Effective: 1/3/94
Violation: 2831.2, 2834, 10145, 10177(d)
Officer of: TLC Property Management Inc.
 Suspended for 2 years; stayed on terms and conditions.

McCullum Funding Inc. (REC)
 851 Mistletoe Ln., Redding
Effective: 12/8/93
Violation: 2830, 2831, 2831.1, 2832.1, 2970, 2972, 10145, 10146, 10177(d)(e), 10232.2, 10240
 Suspended for 30 days; stayed for 1 year on terms and conditions.

McCullum, Vernon Miles (RES)
 851 Mistletoe Ln., Redding
Effective: 12/8/93
Violation: 2830, 2831, 2831.1, 2832.1, 2970, 2972, 10145, 10146, 10176(e), 10177(d), 10232.2, 10240
 Suspended for 30 days; stayed for 1 year on terms and conditions.

Pulver, Gary C. (REB)
 2369 Caballo Ranchero Dr., Diablo
Effective: 2/15/94
Violation: 2830, 2831, 2831.1, 2831.2, 2970, 2972, 10085, 10145, 10146, 10176(e), 10177(d), 10240(a)
 Suspended for 60 days; all but 30 days stayed for 2 years on terms and conditions.

Travalinik, Peter Paul (REB, REO)
 500 Ygnacio Valley Rd., Ste. 100, Walnut Creek
Effective: 2/9/94
Violation: 2725, 10177(d)(h)
 Suspended for 30 days; stayed for 1 year on terms and conditions.

San Diego Region

Briggs, Cheryl J. (REB, REO)
 810 Jamacha Rd., El Cajon
Effective: 12/31/93
Violation: 10177(g)
 Suspended for 30 days; stayed on condition.

Century 21 Lyle Morton Realtors Inc. (REC)
 5640 Baltimore Dr., La Mesa
Effective: 12/31/93
Violation: 10177(g)
 Suspended for 30 days; stayed on condition.

Steppe, Joyce Bell (RES)
 16642 Daza Dr., Ramona
Effective: 12/21/93
Violation: 490, 10177(b)
 Suspended for 90 days; stayed for 1 year on terms and conditions.

San Francisco Region

Brothers Inc. (REC)
 33 New Montgomery St., #220, San Francisco
Effective: 2/2/94
Violation: 2830, 2832.1, 10145, 10177(d)
 Suspended for 30 days; stayed for 1 year on terms and conditions.

Ghielmetti, James G. (REB, REO)
 6612 Owens Dr., Pleasanton
Effective: 1/31/94
Violation: 2791.1, 2791.2, 2794, 2800, 11012, 11013.2, 11018.2, 10177(d)
Officer of: Signature Properties Inc.
 Suspended for 20 days; stayed for 1 year on condition.

Grendahl, Ren Orville (REB)
 150 Lombard St., Ste 1, S.F.
Effective: 2/9/94
Violation: 2831, 2831.2, 2834, 2970, 10085, 10145, 10176(e), 10177(d)(g)(h)
 Suspended for 60 for days; stayed for 1 year on terms and conditions.

Hayman, Alvin Jr. (REB, REO)
 33 New Montgomery St., #220, San Francisco
Effective: 2/2/94
Violation: 10177(g)(h)
Officer of: Hayman Brothers, Inc.
 Suspended for 30 days; Stayed for 1 year on terms and conditions.

Jue, Edward Fong (RES)
 1686 Second St., Livermore
Effective: 12/9/93
Violation: 10177(j)
 Suspended for 20 days; all but 5 days stayed for 1 year on terms and conditions.

Mercurio, Gloria Carmen (REB, REO)
 464 Pacific St., Monterey
Effective: 2/9/94
Violation: 10137
 Suspended for 30 days; all but 10 days stayed for 1 year on terms and conditions.

Signature Properties Inc. (REC)
 6612 Owens Dr., Pleasanton
Effective: 1/31/94
Violation: 2791.1, 2791.2, 2794, 2800, 11012, 11013.2, 11018.2, 10177(d)
 Suspended for 20 days; stayed for 1 year on condition.

TLC Property Management Inc. (REC)
 2175 E. Francisco Blvd., Ste. F, San Rafael
Effective: 1/3/94
Violation: 2831.2, 2834, 10145, 10177(d)
 Suspended for 2 years; stayed on terms and conditions.

Touchstone Financial Services Inc. (REC)
 1965 Market St., San Francisco
Effective: 12/8/93
Violation: 2726, 2831, 10145, 10177(d)
 Suspended for 2 years; all but 5 days stayed for 2 years on terms and conditions.

Touchstone Properties (REC)
 1965 Market St., San Francisco
Effective: 12/8/93
Violation: 2726, 2831, 10145, 10177(d)
 Suspended for 2 years; stayed for 2 years on terms and conditions.

Santa Ana Region

Calejo, Robert (REB, REO)
 1801 Dove St., Ste 102, Newport Beach
Effective: 1/18/94
Violation: 10137
Officer of: L E. Financial Group Inc.
 Suspended for 60 days; stayed for 1 year on conditions.

Carpenter, Gary Duane (REB)
 7414 Calico Trails, Orange
Effective: 12/9/93
Violation: 10177(f)
 Suspended for 3 years; stayed for 3 years on terms and conditions.

Carrillo, Arthur Robert (REB)
 16950 Beach Blvd., Huntington Beach
Effective: 1/20/94
Violation: 10145(a), 10177(d)(h)
 Suspended for 90 days; stayed for 1 year on terms and conditions.

L. E. Financial Group Inc. (REC)
 1801 Dove St., Ste 102, Newport Beach
Effective: 1/18/94
Violation: 10137
 Suspended for 60 days; stayed for 1 year on conditions.

Lopez-Rosende, Juan Francisco (RES)
 6141 Kiser Dr., Huntington Beach
Effective: 1/20/94
Violation: 10176(a)
 Suspended for 90 days; stayed for 1 year on terms and conditions.

Wulf, Norman William (REB, REO)
 15520 Bear Valley Rd., Victorville
Effective: 1/12/94
Violation: 2731, 2785(a)(b), 2831, 2831.1, 10159.2, 10176(a)(i), 10177(h)
Officer of: Sher-Platter, Inc
 Suspended for 90 days; stayed for 1 year on terms and conditions.

SUSPENDED INDEFINITELY

Santa Ana Region

Connors, Diana Jean (RES)
 Unit 4, Box 14, Wrightwood
Effective: 12/20/93
Violation: 480, 10177(f)
 Suspended Indefinitely

PUBLIC REPROVALS

Sacramento Region

KLR Development Inc. (REC)
 1833 W. March Ln., #3, Stockton
Effective: 2/14/94
Violation: 10177(d)

Rubinger, Kenneth L (REB, REO)
 1833 W. March Ln., #3, Stockton
Effective: 2/14/94
Violation: 10177(d)
Officer of: KLR Development Inc.

SUSPENDED

Sacramento Region

Heede, Michael Francis (RES)
 4305 Freeport Blvd., Sacramento
Effective: 12/7/93
Violation: 10145(c), 10177(d)
 Suspended for 45 days.

San Diego Region

Abrams, Terry Eric (RES)
 2904 Vancouver Ave., San Diego
Effective: 1/4/94
Violation: 10176(a)
 Suspended for 30 days.

Snyder, Robert Anthony (REB)
 3205 Adams Ave., San Diego
Effective: 1/4/94
Violation: 10177(d)(h)
 Suspended for 30 days.



Trust Funds

Deposit Insurance Coverage

by Fa-Chi Lin, Chief of Audits

Does the \$100,000 maximum coverage provided by the Federal Deposit Insurance Corporation (FDIC) apply to a trust account as a whole or to each beneficiary of the account? This is a question often asked by real estate brokers who handle trust funds for multiple beneficiaries.

This article provides general information concerning FDIC coverage of trust funds deposited in a member bank or savings association (hereinafter, institution).

According to the Code of Federal Regulations (Part 333, et seq.), in determining the amount of insurance available to each depositor, the FDIC shall presume that the deposited funds are actually owned in the manner indicated on the records of the institution. Trust funds deposited in the institution by a real estate broker are, therefore, insured as the funds of the owner up to \$100,000 provided the following record keeping requirements are met:

✓ The records of the institution must

expressly disclose the agency/fiduciary relationship pursuant to which the funds are deposited. To make this determination, the FDIC will look at ledgers, signature cards, certificates of deposit, passbooks, and the computer records of the institution.

✓ If the records of the institution disclose the existence of a relationship which may provide a basis for separate insurance, the FDIC must be able to ascertain the details of the relationship and the interest of other parties in the account either from the records of the institution or from records maintained, in good faith and in the regular course of business, by the depositor or by some person who maintains such records for the depositor.

These two requirements make it imperative that a real estate broker comply with Section 10145 of the Business and Professions Code and the following Regulations of the Commissioner in order to

provide the maximum insurance for each principal whose funds have been deposited into the trust account:

- 2830 Trust Fund Account
- 2831 Trust Fund Records to be Maintained
 - 2831.1 Separate Record for Each Beneficiary or Transaction
- 2834 Trust Account Withdrawals

It should be noted that an individual's funds will be added together with any other single-ownership funds he/she has deposited at the institution and the total aggregate coverage per person per institution is \$100,000.

If a depositor or licensee desires specific information or interpretations of the rules and regulations regarding federal deposit insurance coverage, he/she should contact the appropriate institution or FDIC.



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