

REAL ESTATE BULLETIN

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

Fall 1992



Commissioner's Message

This issue of the *Real Estate Bulletin* contains our first annual report on the department's activities. Instead of the normal collection of articles, this issue presents reports from our Program Managers and section leaders on their activities during fiscal year 1991-92 (July 1, 1991 through June 30, 1992). Also included are our plans for the future.

I hope this information will aid your understanding of the department's operations and how they relate to the real estate industry. As always, we solicit your comments and constructive input.

Mortgage Lending Activities

by Larry Smith, *Manager Mortgage Lending Section*

Fiscal Year Summary

The Mortgage Lending Activities Section is responsible for a variety of activities associated with real estate brokers engaged in the mortgage business. Included are:

- Mortgage Loan Advertising – review of advertising submitted on both a mandatory and voluntary basis. In fiscal year 1991-92, mortgage brokers submitted approximately 1,200 proposed advertisements.
- Advance Fees – review of contracts of brokers who collect fees from principals in advance of performing the function or act agreed upon. The use of advance fee agreements is not limited to brokers in the mortgage business. Our section reviewed approximately 150 proposed advance fee contracts last year.
- "Threshold" Broker – entails a monitoring process of brokers who meet a prescribed level of mortgage activity. "Threshold" brokers are required to submit specified reports and advertising to the department. There are approximately 750 brokers in the "threshold" category.
- Mortgage Lending Reports – a data collection process whereby specified lenders engaged in certain types of

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Enforcement Section

by Betty Ludeman, *Asst. Commissioner Enforcement*

The Real Estate Commissioner has the statutory duty to enforce the Real Estate Law in a manner which achieves the maximum protection for the purchasers of real property and those persons dealing with real estate licensees. The Enforcement Section accomplishes this through investigations of consumer complaints and, when warranted, recommendations to the Legal Section and the Commissioner for disciplinary action.

Workload Statistics — Fiscal Year 1991-92

Complaints Received and Screened	9151
Complaints Assigned for Investigation ...	4499
Complaints Closed (<i>No Discipline Recommended</i>)	2859
Complaints Referred for Disciplinary Action	1362
Carryover	278
Disciplinary Actions Filed	1270

Recent Developments

During fiscal year 91-92, the Enforcement Section formalized a policy to issue Corrective Action Letters (CAL). CAL's are issued for technical violations to put the licensee on notice that a violation has occurred and provide the licensee an opportunity to comply. A CAL does not show as formal disciplinary action against the license. The Corrective Action Letter is an education process which fosters compliance with the Real Estate Law.

Long-Term Plans

As part of its long-range plan, the Enforcement Section will be evaluating the following issues: adequacy of trust fund handling requirements for property managers, vacation rental managers, mortgage loan brokers, residential sales, and broker escrows; the need to make education on trust fund handling a prerequisite to issuance of a broker's license or, alternatively, a mandatory continuing education class; the feasibility of using paraprofessional class employees to perform routine investigative duties; the department's disciplinary philosophy and the development of guidelines for consistency in penalty settlements; and the use of a voluntary surrender of license pending a disciplinary proceeding.



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STATE OF CALIFORNIA
PETE WILSON, Governor

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

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CLARK WALLACE, Real Estate Commissioner

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Mortgage Loan Activities (916) 739-3587

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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) 739-3755

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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
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Consumer Information (916) 739-3631
Margret Stroh, Managing Deputy Commissioner III

Information Systems Section

by Ike Geddings, Manager Information Systems Section

Fiscal year 91-92 was a very productive year for the DRE's Information Systems Section. The Section completed the reprogramming and conversion of the Continuing Education System and the Subdivision Tracking System to run on DRE's Tandem mainframe computer.

Also, the equipment installation contract for the department's Office Automation System has recently been awarded. The Information Systems Section, working with the contractor, expects to have 160 micro-computer workstations operational statewide by January, 1993. The new system will link all DRE offices together with an electronic mail network and will provide spreadsheet, word processing, and local data base processing capability to each workstation. These workstations will contribute to a higher level of service to the public and the real estate industry by providing more efficient information processing capabilities at each desktop.

In the upcoming year, we will implement the provisions of AB1394, which relates to child support payments. DRE's compliance with this legislation will be achieved by November, 1992, with a fully-automated system completed 18 months later. AB1394 provides for issuance of a 150-day conditional license if an applicant is found to be delinquent in child support payments.

The Information Systems Section will continue to strive to provide efficient, effective, and adaptable computer systems to meet the increasing demands of the public and the real estate industry. 🏠

Recovery Account

by Tom Lasken, Counsel

Recovery Fund claims were up by almost 20% in fiscal year 91-92 compared to 1990-91. However, 1991-92's total was slightly lower than the five year average of 127 claims. We anticipate that claim activity will remain at approximately this level in FY 1992-93.

	FY 90-91	FY 91-92
Claims Filed	102	122
Claims Paid	55	59
Amount Paid	\$ 1,354,700	\$ 1,287,521
Attorney General Billings	\$ 143,835	\$ 136,392

*Real Estate
Advisory Commission*

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

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Audit Program

by Fa-Chi Lin, Chief of Audits

The Audit Program is charged with performing random audits to ensure compliance with the Real Estate Law relating to record keeping and to support the Enforcement Section in the investigation of alleged violations.

Near-Term Projects

✓ New Audit Training Manual

As a part of the long-range planning, the Audit Section is in the process of standardizing policies and procedures. The new Audit Staff Training Manual is designed to provide the Audit Section with a program that results in the thorough and standardized training of new staff statewide.

✓ Staff Training and Development

It is a constant goal to train and develop the auditors' knowledge and skills to achieve greater efficiency. The auditors had a statewide training seminar last November. The subjects of the seminar included "Security and Lending Laws", "CFL, CML and PPB Licensing Laws", and "Receivership". Auditors were provided with excellent speakers, including Commissioner Wallace, Chief Deputy Commissioner John Liberator, mortgage lending expert S. Guy Puccio and Kenneth Nagashima, the Department of Corporations' administrator of the CFL, CML and PPB laws.

The auditors also had a DRE Auditors - Mortgage Bankers/ Brokers Conference.

The purpose of the conference was to provide a forum where auditing issues and information of the common practices of the industry could be addressed through open lines of communication. The conference was well received by all parties.

✓ Plan For Fiscal Year 1992-93

The Audit Section plans to pursue the following subjects of the Long-Range Plan in fiscal year 1992-93.

- *Standardization* - Continue updating the various audit procedures: Mortgage Loan Brokers Program; Property Management Program; Residential Resale Program; and the Broker Escrow Program. Also, we plan to develop a Threshold Report Review Procedure Manual.
- *Training and Development* - Train all audit staff to operate the new personal computers that will be procured this Fall.
- *Staffing* - If fiscal conditions allow and approval is granted, the Audit Section will proceed with a proposal to seek additional audit staff because of a rapidly expanding workload. 🏠

Audit Statistics Fiscal Year 1991-92

	Number	Percent	Amount
Audits Performed			
• Investigative Audits	503	33%	n/a
• Routine Audits	1036	67%	n/a
Total	1539	100%	n/a
Audit Results			
• Formal Action	355	23%	n/a
• Corrective Action Letters	794	52%	n/a
• Minor or No Violations	390	25%	n/a
Audit Findings: Trust Fund Shortages	318	21%	n/a
Total Amount: Trust Fund Shortages	n/a	n/a	\$32,445,104
Shortages cured during/soon after the audit ...	101	n/a	\$ 910,786

Mortgage Lending

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lending activity report to the department. The purpose is to monitor lending activity for any discriminatory practices. This is similar to a federal requirement, but the emphasis is on lenders who are not required to report under the federal law.

- *Mortgage Loan Bulletin* - an annual, industry-oriented publication for brokers in the mortgage business. Its purpose is to keep brokers aware

of legal requirements.

Near-Term Plans

During the 1992-93 fiscal year, the department will attempt to obtain a clearer definition of "solicitation" as it relates to the mortgage field, promulgate regulations for a more relevant mortgage loan disclosure statement, and improve means of identifying brokers engaged in the mortgage loan business. 🏠

Notice to Readers

Due to the department's current fiscal situation, we are looking for ways to reduce costs. One of the cost saving measures the department is taking is to reduce the number of publications. Therefore, the Winter issue of the *Real Estate Bulletin* will not be produced this year. The Spring issue of the *Bulletin* will be produced and mailed in March 1993.

Subdivision Program

by Tom Hensley, Asst. Commissioner Subdivisions

Subdivision laws enforced by the department help ensure that subdividers deliver to buyers what was agreed upon at the time of sale. The subdivision laws cover most lot subdivisions, various types of common interest developments (of 5 or more lots or units), time-shares, land projects, certain undivided interests, and out-of-state subdivisions offered for sale to California residents. Before a subdivision can be marketed in California, the subdivider must obtain a public report from the Department of Real Estate. The public report discloses to prospective buyers pertinent information about the subdivision. Prior to issuance of a public report, the subdivider must file an application along with documents supporting the representations made in the application. If improvements to the subdivision are not complete at the time of filing the application, the subdivider must also submit evidence to the department that adequate financial arrangements have been made for completion.

Subdivision Activity FY 1991-92

For the third year in a row, the number of applications for a final subdivision public report has declined. In

	1988-89	1989-90	1990-91	1991-92
Standard	899	803 (-11%)	773 (-04%)	600 (-22%)
Common Interest	2,364	2,163 (-9%)	1,623 (-25%)	1,574 (-3%)
Total	3,263	2,966 (-9%)	2,396 (-19%)	2,174 (-9.3%)

	1988-89	1989-90	1990-91	1991-92
Time-Share	11	18	16	18
Out of State	6	5	31	17

*The Technical Section processes the more complex subdivision filings.

fiscal year 1988-89, filings (3,263) were at the highest level in the last 10 years. In the 1991-92 fiscal year, 2,174 filings represent a 33% decrease from the 1988-89 figure.

While the number of in-state filings has declined, the number of time-share filings has remained relatively stable and, due to new legislation, the number of out-of-state filings has increased.

Legislative Change

The department now has jurisdiction over time-share projects which meet the requirements of a "Qualified Resort Vacation Club". This type of project provides a system of manage-

ment and reservations in multiple locations.

Near-Term Plans

The department is pursuing law and regulation proposals which would streamline the subdivision approval process. These proposals include: the development of a Conditional Public Report allowing the subdivider to enter into binding sales contracts prior to issuance of a Final Public Report; out-of-state application processing time limits; guidelines for master planned communities; and evaluation of the department's role in the oversight of homeowners' associations.



Legal Section

by Robin Wilson, Chief Legal Officer

The department's Legal Section was kept very busy during fiscal year 1991-92. As the adjacent table indicates, we received 1,362 investigative files recommending some kind of legal action. These referrals resulted in the Legal Section filing 625 Accusations initiating disciplinary action to suspend or revoke licenses, and 279 Statements of Issues to deny applications for licensure. Disciplinary actions prosecuted by the Legal Section resulted in the revocation of 581 licenses, the suspension of 124 licenses and the denial of 283 applications. Revocations increased by almost 10% over the number of licenses revoked during the prior fiscal year.



Activity	Cases Referred	Cases Filed	Orders Issued
Raps (criminal history)	592	613	
Accusation Cases	384	291	
Desist & Refrain Cases	181	153	153
Petitions for Reinstatement	205	213	205
License Revocations			581
License Suspensions			124
Dismissals (accusations or statement of issues)			66
Public Reprovals			2
License Denials & Dismissals			283
Totals	1,362	1,270	1,414

Licensing Section

by Larry Cannon, Manager Pre-Licensing

Responsible for examinations and license issuance, the Licensing Section has the most immediate relationship to cycles in the real estate industry. As might be expected, there was a downward trend in most areas of licensing activity in fiscal year 1991-92.

Licensing Activity and Population

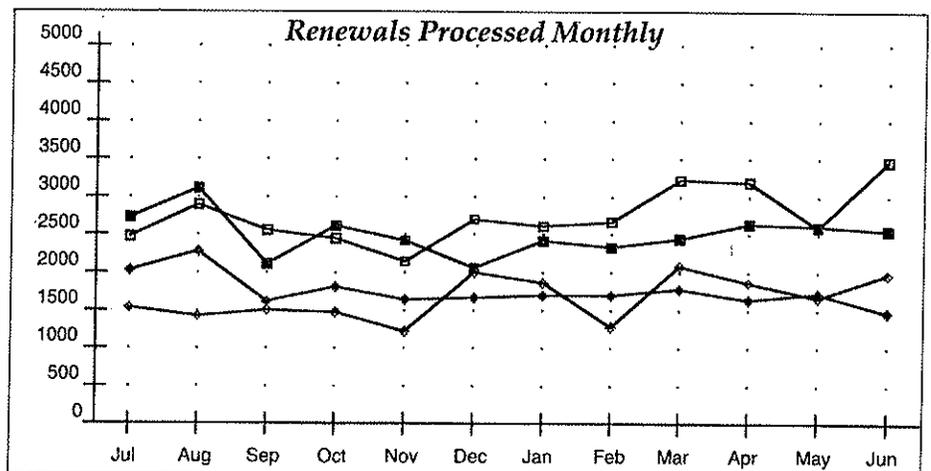
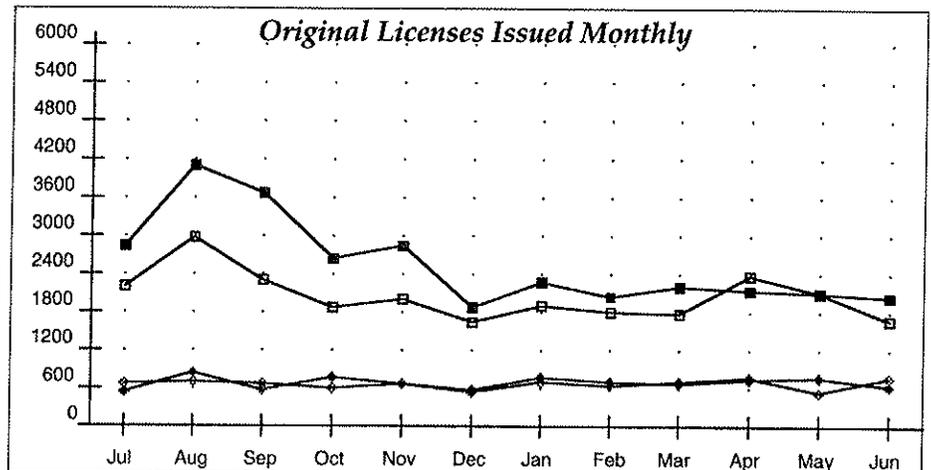
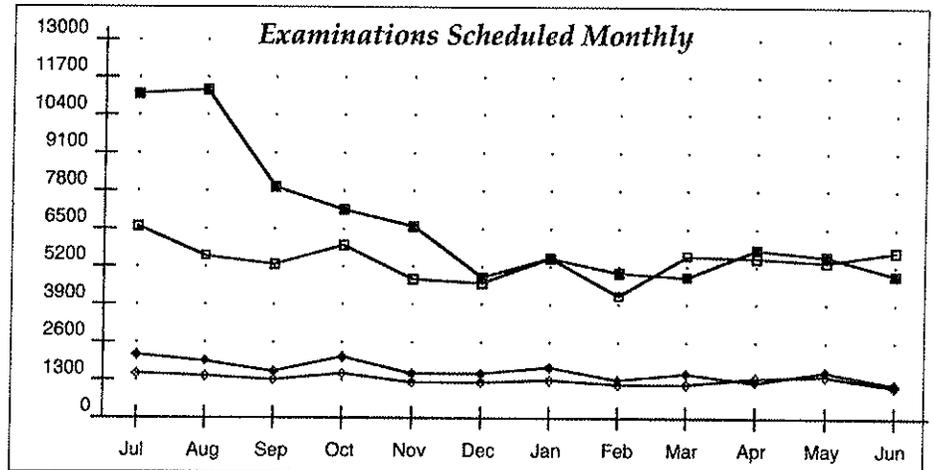
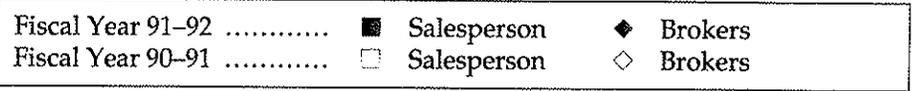
Compared with the previous fiscal year, the number of salesperson examinations scheduled declined by 20% and the number of broker examinations scheduled declined by 18%. The issuance of new salesperson licenses declined by 20%, while the issuance of new broker licenses declined 4%. License renewals for brokers declined by 6%. However, salesperson renewals increased by 10% from the previous fiscal year.

(Statistical information concerning the above licensing activity is presented on the adjacent charts.)

At the end of FY 1991-92, the licensee population totaled 375,986, which included 115,674 brokers and 260,312 salespersons. The total number of licensees at the end of FY 1990-91 stood at 369,109, which included 113,538 brokers and 255,571 salespersons.

Upcoming Plans

DRE has awarded a research contract to Psychological Services, Inc. to perform a re-evaluation and update of the 1987 "Job Analysis and Testing Procedures Study". The purpose of this project is to identify changes since 1987 in the knowledge, skills, and abilities that are necessary for the practice of real estate in order that the real estate licensing examinations may reflect these changes. In addition, the study will review some of DRE's current testing procedures. The contractor should complete the study by summer 1993, and we intend to evaluate and, as appropriate, implement the recommendations in the beginning of 1994.



DISCIPLINARY ACTION — MARCH 1992 TO MAY 1992

- ✓ 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
2731	Unauthorized use of fictitious business name
2752	Broker's failure to notify DRE of new salesperson
2785(a)(7)	False representation about buyers ability to repay a carryback loan
2785(a)(9)	False representation as to deposit of receipt
2785(a)(13)	Failing to disclose material facts to purchaser
2785(a)(17)	Failing to disclose direct/indirect interest to the seller
2785(b)(2)	False representation to lender/purchaser about borrowers ability to repay loan
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
2905	Failure to deliver pest control documentation
2950(h)	Failure to disclose broker's interest in agency holding the escrow
2951	Record keeping requirements for broker handled escrows
2970	Misleading advance fee advertising material
2972	Incomplete advance fee accountings
3000(a)(6)	School did not maintain proper attendance, progress or grade records

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 app.
490	Relationship of conviction to licensed activity
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
10153.4	Failure to salesperson to complete required courses
10161.8	Failure of broker to notify Commissioner of sales. employment
10163	Failure to obtain branch office license
10165	Covers various violations
10167.9(a)	Non-compliance with PRLS contract requirements
10167.9(a)(5)	Failure to include expiration date in PRLS contract
10167.9(a)(6)	Inadequate refund clause in PRLS contract
10167.9(c)	Failure to file a PRLS contract with DRE
10167.10(b)	Failure to refund deposit or portion thereof
10167.10(d)	Failure to include refund language in PRLS contract
10176(a)	Making any substantial misrepresentation
10176(c)	Course of misrepresentations through salespersons
10176(e)	Commingle trust funds
10176(f)	Listing agreement without definite termination date
10176(f)	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
10177(j)	Fraud or dishonest dealing not in licensed capacity
10177(k)	Violation of restricted license condition
10177.5	Civil fraud judgment based on licensed acts
10232	Failure to notify DRE of threshold status
10232.2	Failure to file annual MLB reports
10232.25	Failure to file trust fund status report
10232.4	Failure to give lender/purchaser disclosure
10232.5	Failure to provide lender disclosure statement
10240	Failure to give mortgage loan disclosure statement

PUBLIC REPROVALS

☆ Santa Ana Region

Century 21 Rancho Inc. (REC)
9759 Baseline Rd.,
Rancho Cucamonga
Effective: 4/22/92
Violation: 10137, 10177(d)

Lombardi, Susan Parks (RES)
2084 Goldeneye Pl., Costa Mesa
Effective: 3/10/91
Violation: 10177(d)(g)

LICENSES REVOKED

☆ Fresno Region

Garcia, Ignatious Rudy (REB)
137 W. Main St., Merced
Effective: 3/2/92
Violation: 490, 10177(b)

Olivero, John Constance Jr. (REB)
5943 Midwick, Fresno
Effective: 5/13/92
Violation: 490, 10177(b)

☆ Los Angeles Region

Adams, Harold G. (RES)
2407 West 74th St., Los Angeles
Effective: 4/22/92
Violation: 10137, 10176(f)

Ahlers, Linda J. (RES)
7337 Shoup Ave., West Hills
Effective: 4/28/92
Violation: 490, 10177(a)(b)

American Equity Mortgage Company Inc., (REC)
12426 Burbank Blvd.,
N. Hollywood
Effective: 3/11/92
Violation: 2832.1, 2834,
10176(a)(i), 10177(d)

Baboomian, Dona (RES)
4550 Coldwater Canyon, #1,
Studio City
Effective: 3/31/92
Violation: 490, 10177(b)

Chacon, Jacqueline Maria (RES)
640 Strongbow Dr., Diamond Bar
Effective: 3/26/92
Violation: 490, 10177(b)

Chau, Pier G. (RES)
5711 Fulton Ave., Van Nuys
Effective: 3/24/92
Violation: 490, 10177(b)

Chen, Tien-Fa (RES)
1433 Meadowglen Rd.,
Diamond Bar
Effective: 3/26/92
Violation: 10137, 10176(i)

Cortez, Ann Marie (RES)
907 King Ave., Wilmington
Effective: 4/13/92
Violation: 10177(j)

Curtsinger, J.B. (RES)
301 S. Swall, #302, Los Angeles
Effective: 4/7/92
Violation: 490, 10177(b)

- Dunnigan, Jim (REB, REO)**
1543 W. Olympic Blvd., Ste. 200,
Los Angeles
Effective: 4/30/92
Violation: 2715, 2830, 2831,
2785(a)(7), (a)(17), (b)(2),
2832.1, 2834, 10145, 10148,
10176(i), 10177(d)(h)
Officer of: Sanwa Funding Inc.
- Fabio, Gerald Raymond (RES)**
706 Bolton Walk, #201, Goleta
Effective: 4/23/92
Violation: 490, 10177(b)
- Fase, Jacob Peter (RES)**
22508 Marlin Pl., West Hills
Effective: 5/6/92
Violation: 490, 10177(a)(b)
- Fischer, Gail Roberta (RES)**
14420 Kittridge, #122, Van Nuys
Effective: 5/6/92
Violation: 490, 10177(b)(f)
- Fortner, Ronald Clette (RES)**
7840 Firestone Blvd., Downey
Effective: 3/24/92
Violation: 490, 10177(b)
- Heffner, Agneta Birgitta (RES)**
45 A California St., Arcadia
Effective: 4/7/92
Violation: 490, 10177(b)
- Hood, Herschel Edwin (REB)**
10236 7th Ave., Inglewood
Effective: 4/7/92
Violation: 490, 10177(b)
- Horowitz, Mitchell Stuart (RES)**
10723 Wolcott Pl., Mission Hills
Effective: 5/26/92
Violation: 490, 10177(b)
- Inter-Bancor Rove Sey & Associates Inc. (REC)**
1740 E. Huntington Dr., Ste. 310,
Duarte
Effective: 4/30/92
Violation: 2715, 2752, 2830,
2831.1, 2831.2, 2832, 2832.1,
2834, 10145, 10148, 10161.8(a),
10162, 10165, 10177(d)
- Jenrette, Jonathan D. (RES)**
11400 National Blvd., #123,
Los Angeles
Effective: 3/10/92
Violation: 490, 10177(b)
- Kim, John Hakil (RES)**
18915 Superior St., Northridge
Effective: 4/29/92
Violation: 490, 10177(b)
- Massoudi, Barry (RES)**
132 S. Clark Dr., #205,
Los Angeles
Effective: 12/18/91
Violation: 490, 10177(a)
- Noell, Mary (RES)**
8839 Naomi Ave., San Gabriel
Effective: 4/9/92
Violation: 490, 10177(b)
- Paja, William Alarcon (RES)**
532 N. Berendo St., Los Angeles
Effective: 3/25/92
Violation: 490, 10177(b)
- Palmerin, Charles (RES)**
9219 Whittier Blvd., Pico Rivera
Effective: 3/31/92
Violation: 2715, 2731, 2830,
2831, 2831.1, 2831.2, 2932.1,
2950(h), 10145, 10176(i),
10177(d)
- Patel, Bharat (REB)**
7231 W. Manchester Blvd.,
Los Angeles
Effective: 5/28/92
Violation: 480(c), 490,
10177(a)(b)(f)
- Philip, Joe B. (RES)**
2565 E. Chapman Ave., Fullerton
Effective: 5/14/92
Violation: 490, 10177(b)
- Preston, William Astin III (RES)**
15932 Milvern Dr., Whittier
Effective: 3/31/92
Violation: 490, 10177(b)
- Sanwa Funding Inc. (REC)**
1543 W. Olympic Blvd., Ste. 541,
Los Angeles
Effective: 4/30/92
Violation: 10137, 10177(d)
- Shahriari, Fatemeh (RES)**
11146 Jersey Ave., Norwalk
Effective: 5/26/92
Violation: 490, 10177(a)
- Shen, Le-Hua Nellie (REB)**
19217 E. Colima Rd., #A,
Rowland Heights
Effective: 3/26/92
Violation: 490, 10177(b)
- Siders, Ronald Eugene (RES)**
P.O. Box 1492,
La Canada-Flintridge
Effective: 4/15/92
Violation: 490, 10177(b)
- Sobhani, Mehrnush (RES)**
20502 Chase St., Canoga Park
Effective: 3/19/92
Violation: 490, 10177(a)(b)
- Soroudi, Lili (RES)**
1530 S. Beverly Dr., Los Angeles
Effective: 5/5/92
Violation: 490, 10177(a)
- Swanson, Rodney Bruce (RES)**
P.O. Box 80587, San Marino
Effective: 5/13/92
Violation: 10177(j)
- Thomas, Arthur Holloway Jr. (RES)**
4097 West 142nd St., #216,
Hawthorne
Effective: 3/9/92
Violation: 490, 10177(b)
- Topazio, Michael Frank (RES)**
2266 Lansdale Ct., Simi Valley
Effective: 4/28/92
Violation: 490, 10177(b)
- Uchitel, Irina (RES)**
12325 Chandler Blvd.,
N. Hollywood
Effective: 4/9/92
Violation: 490, 10177(b)
- Vanboom, Gregory Michael (RES)**
1322 N. Allen Ave., Pasadena
Effective: 4/7/92
Violation: 490, 10177(b)
- Verna, Scott Robert (RES)**
21714 Romar St., Chatsworth
Effective: 3/30/92
Violation: 490, 10177(b)
- Warden, Lindell Albert (RES)**
10201 Mountair Ave., Tujunga
Effective: 5/26/92
Violation: 490, 10177(a)(b)
- Zipper, Daniel David (RES)**
13259 Blodgett Ave., Downey
Effective: 4/28/92
Violation: 490, 10177(b)

☆ Sacramento Region

- Cothran, Betty Blair (RES)**
770 S. Regatta Dr., Vallejo
Effective: 5/15/92
Violation: 10176(a)(i)
- Gruetter, Kenneth Robin (RES)**
3031 W. March Ln., Ste. 216,
Stockton
Effective: 3/16/92
Violation: 490, 10177(b)
- Jordan, Janet M. (RRES)**
Box 382, Folsom
Effective: 4/20/92
Violation: 10130, 10137,
10177(d)
- P and J Sierra Incorporated (REC)**
2921 El Camino Ave., Sacramento
Effective: 4/20/92
Violation: 2731, 2740, 10137,
10159.5, 10177(d)
- Pitner, Mirko Josef (REB)**
100 Bicentennial Cir., #188,
Sacramento
Effective: 3/18/92
Violation: 2831, 2831.2,
2932.1, 10145, 10176(i), 10177(d)
- Rule, Gerald Wayne (REB)**
5525 F St., Sacramento
Effective: 5/5/92
Violation: 10130, 10137,
10177(d)
- Timoney, David Roger (REB)**
101 Providence Mine Rd.,
Nevada City
Effective: 4/27/92
Violation: 490, 10177(b)

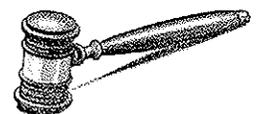
- Rasmussen, Gary Leonard (RES)**
716 E. Valley Pky., #135,
Escondido
Effective: 4/9/92
Violation: 10176(a)(i),
10177(g)(j)
- Reynolds, Ronald Lee (RES)**
401 West A St., Ste. 1000,
San Diego
Effective: 4/30/92
Violation: 10130, 10177(d)(f)(j)
- Rodriguez, Fernando Benjamin (RES)**
5080 Bonita Rd., Ste. A, Bonita
Effective: 3/17/92
Violation: 490, 10177(a)(b)
- Rovira, Sandra Nasi (RES)**
3233 Caminito Eastbluff, La Jolla
Effective: 4/21/92
Violation: 480(a)(c),
10177(a)(b)
- Sagredo, Juan Eugene (RES)**
1606 Little Dipper Way,
San Ysidro
Effective: 3/17/92
Violation: 10130, 10177(d)
- Sanchez, Richard B. (RES)**
7815 Camino Noquera,
University City
Effective: 3/17/92
Violation: 490, 10177(a)
- Strauss, Norman (RES)**
P.O. Box 180100, Coronado
Effective: 4/9/92
Violation: 10130, 10176(a)(i),
10177(f)(g)(j)
- Trost, John Noel (RES)**
5336 Valle Vista, La Mesa
Effective: 4/7/92
Violation: 490, 10177(b)

☆ San Francisco Region

- Blackmore, Herbert Michael (RES)**
P.O. Box 1426, Cupertino
Effective: 5/11/92
Violation: 490, 10177(b)
- Challas, William George III (REB)**
112 Granada Way, Los Gatos
Effective: 12/17/90
Violation: 2970, 10137, 10146,
10176(e)(i), 10177(d)(g)(h)(j)
- Cirell, Robert J. (REB, REO)**
95 S. Market St., Ste. 530,
San Jose
Effective: 5/6/92
Violation: 2830, 2832.1, 2834,
10145(a), 10176(e),
10177(d)(g)(h), 10232, 10232.2,
10232.25
Officer of: First Corporate
Mortgage Inc.
- Colson, Roy Herbert (RES)**
255 S. Rengstorff, #144, Mt. View
Effective: 3/2/92
Violation: 490, 10177(b)

☆ San Diego Region

- Champion Mortgage Company (REC)**
9665 Chesapeake Dr., Ste. 300,
San Diego
Effective: 3/10/92
Violation: 2970, 2972, 10137,
10145, 10146, 10176(a)(e)(i),
10177(d)(j)
- Mohideen, Ahmed Unes (RES)**
1319 Montego Ct., Vista
Effective: 4/23/92
Violation: 490, 10177(b)
- North, David Meredith (REB)**
3737 Mt., Ashmun Pl., San Diego
Effective: 3/31/92
Violation: 490, 10177(b)
- Parmeter, Adrian Leon (RES)**
1305 Neptune Ave., Leucadia
Effective: 3/5/92
Violation: 490, 10177(b)
- Pham, Vu Tan (RES)**
9241 Adolphia, St., San Diego
Effective: 4/7/92
Violation: 490, 10177(b)
- Pollard, Jack Thomas (RES)**
14093 Bognita Dr., Del Mar
Effective: 3/24/92
Violation: 490, 10177(b)



**De Turk, Lester Endy (REB)**

1441 El Camino Real, #B,
Redwood City
Effective: 12/18/91
Violation: 10176(a)(i), 10176.5,
10177(d)(g)(j), 10240

Deadrich, Paul Eddy (REB)

2060 Washington Ave.,
San Leandro
Effective: 5/7/92
Violation: 10177(f)

Del Mar Commerce Co. (REC)

3824 Grand Ave., Oakland
Effective: 5/11/92
Violation: 2832(a), 10145(a),
10176(e), 10177(c)(d),
10232.4(a), (c), 10232.5(a)

First Corporate Mortgage Inc. (REC)

95 S. Market St., Ste. 530,
San Jose
Effective: 5/6/92
Violation: 2830, 2832.1, 2834,
10145(a), 10176(e), 10177(d),
10232, 10232.2, 10232.25

Germain, Daniel Gillis (RES)

2283 El Camino Real, San Mateo
Effective: 5/14/92
Violation: 490, 10177(b)

Harnett, Thomas Russell (REB, REO)

5 Financial Plaza, Ste. 120, Napa
Effective: 5/11/92
Violation: 2832(a), 10145(a),
10176(e), 10177(c)(d)(h),
10232.4(a), 10232.4(c), 10232.5(a)
Officer of: Del Mar Commerce
Company

Hinds, John Edward (RES)

361 Oxford St., Hayward
Effective: 4/14/92
Violation: 10130, 10137,
10177(d)(j)

Huang, Yuan Bai Betty (RES)

1341 Ormonde Way,
Mountain View
Effective: 5/8/92
Violation: 10177(k)

Letterman, Liana Kerry (RES)

969 Gerard Way, San Jose
Effective: 5/8/92
Violation: 490, 10177(b)

Nguyen, Hoan Vu (RES)

1046 Westridge Dr., Milpitas
Effective: 5/6/92
Violation: 490, 10177(b)

Schuurman, Steven Dirk (RES)

272 Boyd Rd., Pleasant Hill
Effective: 5/6/92
Violation: 490, 10177(b)

Senior, Erick Robertson (RES)

126 Belvale DR., Los Gatos
Effective: 5/11/92
Violation: 490, 10177(b)

Siegfried, Coleen Marie (RES)

1321 Chandon Ct., San Jose
Effective: 5/8/92
Violation: 490, 10177(b)

Soto, Felix (RES)

2352 Greendale Dr.,
S. San Francisco
Effective: 5/11/92
Violation: 490, 10177(a)

Standridge, Billy Joe (RES)

4629 Hill Rd., Lakeport
Effective: 5/7/92
Violation: 490, 10177(b)

Story, Lisa Renee (RES)

1725 Bucknall Rd., Campbell
Effective: 5/7/92
Violation: 490, 10177(b)

Taylor, James Robert (RES)

P.O. Box 369, San Carlos
Effective: 5/6/92
Violation: 10177(k)

Tobin, Michael Bruce (RES)

60 Chadbourne Ave., Millbrae
Effective: 5/11/92
Violation: 490, 10177(a)(b)

Tran, Nina T. H. N. (RES)

124 Exeter Ave., San Carlos
Effective: 5/8/92
Violation: 490, 10177(b)

Tsou, Amy H. (RES)

6201 Plymouth Ave., San Jose
Effective: 5/7/92
Violation: 10177(k)

Vaifale, Toaono (RES)

920 B Street, Union City
Effective: 5/8/92
Violation: 490, 10177(b)

Warren, Perry Eugene (RES)

544 Castlerock Ct., Sunnyvale
Effective: 5/7/92
Violation: 490, 10177(a)

Withers, Naomi E. (RES)

227 Ralston St., San Francisco
Effective: 5/7/92
Violation: 490, 10177(b)

Wood, Cliff Noel (REB)

33584 Alvarado Niles Rd.,
Union City
Effective: 4/17/92
Violation: 10130, 10131(b),
10145(c), 10176(i), 10177(d)

☆ Santa Ana Region
Arduini, Sandra Merriam (REB)

1442 E. Lincoln Ave., Ste. 165,
Orange
Effective: 3/10/92
Violation: 10177.5

Bammer, Alta B. (RES)

20692 Lauonne Ln.,
Huntington Beach
Effective: 4/7/92
Violation: 490, 10177(b)

Benjamin, Cheri Dawn (RES)

15300 Magnolia, #94,
Westminster
Effective: 5/26/92
Violation: 490, 10177(b)

Black, Jean Marie (RES)

269 Bathurst Rd., Riverside
Effective: 4/23/92
Violation: 490, 10177(b)

Chen, Leu-Chun Matthew (REB)

9121 Haven Ave., #290,
Rancho Cucamonga
Effective: 5/26/92
Violation: 10177(a)(j)

Cowherd, Allison Mary (RES)

2796 Harbor, #235, Costa Mesa
Effective: 4/23/92
Violation: 490, 10177(b)

Hernandez, Bertha (RES)

1403 N. Tustin Ave., Santa Ana
Effective: 3/17/92
Violation: 480(c), 490,
10177(a)(b)

Hutchinson, Francine L. (RES)

3624 Cortez St., Riverside
Effective: 3/25/92
Violation: 490, 10177(b)

Lagrange, Kyle Albert (RES)

12360 Central Ave., Chino
Effective: 5/26/92
Violation: 490, 10177(b)

McCurdy, Roger Scott (RES)

397 Calle Jasmin, Palm Desert
Effective: 4/23/92
Violation: 490, 10177(b)

Merit Home Loan Corp. (REC)

777 S. Main St., Orange
Effective: 4/2/92
Violation: 10148, 10177(d)

Network Practice Sales (REC)

896 Town & Country Rd., Orange
Effective: 5/6/92
Violation: 10130, 10137,
10177(d)

Parenteau, Mark Hayden (RES)

13801 Shirley St., #33,
Garden Grove
Effective: 5/26/92
Violation: 490, 10177(b)

Playa Real Estate & Investments Inc. (REC)

108 McFadden Pl.,
Newport Beach
Effective: 5/19/92
Violation: 2832.1, 10145,
10177(d)

Reed, Gerald Edwin (RRES)

1811 Keith St., #A, Riverside
Effective: 4/14/92
Violation: 10177(d)

Russell, Mary Ellen (REB)

74-380 Peppergrass St.,
Palm Desert
Effective: 4/7/92
Violation: 490, 10177(b)

Stratton, Blaine K. (REB)

P.O. Box 476, Colleyville, TX
Effective: 5/6/92
Violation: 10137, 10177(h)

Ysaga, Raymond Jr. (RES)

22990 Greenpine, Canyon Lake
Effective: 5/26/92
Violation: 2731, 10130,
10177(d)

**REVOKED WITH A RIGHT
TO A
RESTRICTED LICENSE**

☆ Fresno Region
Messerlian, Vartkes Nahabed (RES)

1285 E. Stuart, Fresno
Effective: 4/7/92
Violation: 10176(a)
Right to RRES license on terms
and conditions.

Smith, David Lloyd (REB)

1472 Rocky Hill Dr., Exeter
Effective: 5/4/92
Violation: 10177(h)
Right to RRES license on terms
and conditions. RRES license to
be suspended for 30 days.

☆ Los Angeles Region
Chang, Margaret Mei-Yin (RES)

3915 Alonzo Ave., Encino
Effective: 4/20/92
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Coletto, Helen Louise (RES)

13563 Valerio, #C, Van Nuys
Effective: 4/14/92
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Cornejo, Nelly (RES)

921 South 2nd St., Alhambra
Effective: 4/7/92
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Crockett, Hugh Allan (REB)

27 Mobile Ln., Ventura
Effective: 4/30/92
Violation: 2725, 2731, 2830,
2831, 2831.1, 2831.2, 2834,
10145, 10145(d), 10159.5, 10165,
10176(e), 10177(d)
Right to RRES license on terms
and conditions.

Fard, Mansour Obidy (RES)

21801 Roscoe Blvd., #331,
Canoga Park
Effective: 5/13/92
Violation: 490, 10177(a)(b)
Right to RRES license on terms
and conditions.

Fessler, Theodore De Vere (REB)

544 E. Rue Royale, Ste. D,
Covina
Effective: 3/4/92
Violation: 10177(d)
Right to RRES license on terms
and conditions.

Forero, Maurice (RES)

6971 Agra St., City of Commerce
Effective: 4/28/92
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions. RRES license
suspended for 90 days.

SUSPENDED

☆ San Diego Region
Heartland Associates Inc (REC)

8029 La Mesa Blvd., La Mesa
Effective: 4/30/92
Violation: 2832.1, 10145,
10177(d)
Suspended for 30 days.

Fox, James B. (REB)
 3324 State St., Ste. D,
 Santa Barbara
Effective: 3/31/92
Violation: 2831, 2831.1,
 2831.2, 2832.1, 10177(d)
 Right to RREB license on terms
 and conditions.

Friedman, Lynn Michelle (RES)
 11637 Terryhill Pl., Los Angeles
Effective: 5/28/92
Violation: 490, 10177(b)
 Right to RRES license on terms
 and conditions.

Hwang, Ann Suk (RES)
 219 S. Wilhaman Dr.,
 Beverly Hills
Effective: 4/14/92
Violation: 490, 10177(b)
 Right to RRES license on terms
 and conditions.

Ku, Gail Fong (RES)
 1428 South 1st Ave., Arcadia
Effective: 5/13/92
Violation: 10153.4, 10177(a)(d)
 Right to RRES license on terms
 and conditions.

Lopez, Rosa Maria (RES)
 11229 E. Cresson St., Norwalk
Effective: 3/31/92
Violation: 490, 10177(a)
 Right to RRES license on terms
 and conditions.

Mayeda, Sue Min (RES)
 28124 Peacock Ridge Rd.,
 Rancho Palos Verdes
Effective: 3/26/92
Violation: 490, 10177(b)
 Right to RRES license on terms
 and conditions.

Ossepian, Arpik (RES)
 930 Louise Ave., Glendale
Effective: 5/30/92
Violation: 10177(a)
 Right to RRES license on terms
 and conditions.

Peterman, Donald Lee (REB)
 3096 E. Temple Ave., Pomona
Effective: 3/9/92
Violation: 2725(a)(c), 2752,
 2830, 2831.1, 2831.2, 2832.1,
 2951, 10145, 10161.8, 10137,
 10177(d)
 Right to RREB license on terms
 and conditions. RREB license
 suspended for 30 days; all but 20
 days stayed for 1 year on
 condition.

Pursehouse, Paul (RES)
 1602 Swallowtail Rd., Leucadia
Effective: 4/9/92
Violation: 10176(a)(i),
 10177(g)(j)
 Right to RRES license on terms
 and conditions. RRES license to
 be suspended for 30 days.

Reichert, James L. (RES)
 566 Terrace View Pl.,
 Port Hueneme
Effective: 5/4/92
Violation: 490, 10177(b)
 Right to RRES license on terms
 and conditions.

Shen, Michael Yan-Feng (REB)
 1168 S. San Gabriel, #R,
 Rosemead
Effective: 3/31/92
Violation: 3000(a)(6), 10177(d)
 Right to RREB license on terms
 and conditions. RREB license
 suspended for 30 days.

Shirvani, Saeid (REB)
 2265 S. Beverly Glen Blvd.,
 Los Angeles
Effective: 4/20/92
Violation: 490, 10177(b)
 Right to RRES license on terms
 and conditions.

Sigman, Marcia Ellen (RES)
 1431 Ocean Ave., Santa Monica
Effective: 5/28/92
Violation: 490, 10177(b)
 Right to RRES license on terms
 and conditions.

Tyler, Donald Roy (RES)
 507 Del Monte St., Pasadena
Effective: 4/30/92
Violation: 10130, 10177(d)
 Right to RRES license on terms
 and conditions.

☆ **Sacramento Region**

Bremmer, Patricia Margaret (REB)
 951 Live Oak Blvd., Ste. 9,
 Yuba City
Effective: 4/7/92
Violation: 2832.1, 10145,
 10177(d)
 Right to RREB license on terms
 and conditions.

Caffin, Ronald Hoy (REB)
 20460 Hurst Ln., Redding
Effective: 4/27/92
Violation: 490, 10177(b)
 Right to RREB license on terms
 and conditions.

Dirks, Sandra Lee (RES)
 P.O. Box 7590, Citrus Heights
Effective: 4/6/92
Violation: 10130, 10177(d)
 Right to RRES license on terms
 and conditions. RRES license to
 be suspended for 6 months.

Kellogg, Lawrence Townley (REB)
 901 H St., Sacramento
Effective: 3/30/92
Violation: 2725, 2830, 2831,
 2831.1, 2831.2, 10145, 10137,
 10177(d)(h)
 Right to RREB license on terms
 and conditions.

Marich, Michael Peter (RES)
 901 Enterprise Dr., Ste. B,
 Sacramento
Effective: 5/13/92
Violation: 2970, 2972, 10085,
 10130, 10131, 10131.2, 10145(c),
 10177(d)
 Right to RRES license after 15
 days on terms and conditions.

Reeves, Taron Nyle (REB)
 901 Enterprise Dr., Ste. B,
 Sacramento
Effective: 5/13/92
Violation: 2725, 2830, 2831,
 2831.1, 2831.2, 2834, 2970, 2972,
 10085, 10145, 10146, 10148,

10177(d)(h)
 Right to RREB license after 15
 days on terms and conditions.

Sargent, Diane C. (RES)
 P.O. Box 10948, Truckee
Effective: 4/14/92
Violation: 490, 10177(a)
 Right to RRES license on terms
 and conditions.

Taliaferro, Richard Gresham (REB)
 448 Redcliff Dr., #10, Redding
Effective: 4/14/92
Violation: 2725, 2731, 2830,
 2831, 2831.1, 2831.2, 2832.1,
 10145, 10159.5, 10177(d)(h)
 Right to RREB license on terms
 and conditions.

Thomas, Harlan Earl (RES)
 891 St. Andrews Dr.,
 Valley Springs
Effective: 5/22/92
Violation: 10176(a)(c),
 10177(g)
 Right to RRES license on terms
 and conditions.

Volpe, Terri Lorraine (RES)
 P.O. Box 3178, Redding
Effective: 4/27/92
Violation: 10130, 10131,
 10176(i), 10177(d)
 Right to RRES license on terms
 and conditions. RRES license
 suspended for 60 days; 30 days
 stayed for 1 year.

☆ **San Diego Region**

Burton, David Brooks (REB)
 7400 El Cajon Blvd., #212,
 La Mesa
Effective: 4/23/92
Violation: 10177(f)
 Right to RRES license on terms
 and conditions.

Conrad, Bette Estelle (RES)
 7200 Parkway Dr., Ste 111,
 La Mesa
Effective: 3/10/92
Violation: 10176(a), 10177(g)
 Right to RRES license on terms
 and conditions.

Gugerty, David James (RES)
 10396 Baccus Ct., San Diego
Effective: 4/9/92
Violation: 10130, 10176(a)(i),
 10177(f)(g)(j)
 Right to RRES license on terms
 and conditions. RRES license to
 be suspended for 180 days.

Jacobson, Alan Russell (RES)
 P.O. Box 33477, San Diego
Effective: 4/7/92
Violation: 490, 10177(b)
 Right to RRES license on terms
 and conditions.

Michel, Rod P. (RES)
 1917 Homblend A, Pacific Beach
Effective: 4/9/92
Violation: 10130, 10176(a)(i),
 10177(f)(g)(j)
 Right to RRES license on terms
 and conditions. RRES license to
 be suspended for 120 days.

☆ **San Francisco Region**

Aucella, David Joseph (REB)
 700 E. Blithdale, Mill Valley
Effective: 4/6/92
Violation: 490, 10177(b)(f)(j)
 Right to RREB license on terms
 and conditions.

Bowers, Gary Bonell (REB)
 6 Union Square Blvd., Union City
Effective: 4/17/92
Violation: 2752(a), 2834,
 10137, 10177(d)(g)(h)
 Right to RREB license on terms
 and conditions.

Ellis, Darrell R. (REB)
 1620 El Camino Real, San Carlos
Effective: 4/20/92
Violation: 490, 10177(b)
 Right to RREB license on terms
 and conditions.

Ferragamo, Ronald Michael (RES)
 259 Cecilia Way, Tiburon
Effective: 4/2/92
Violation: 490, 10177(b)(f)(j)
 Right to RRES license on terms
 and conditions.

Fung, Betty K. (RES)
 3128 Geary Blvd., San Francisco
Effective: 4/21/92
Violation: 490, 10177(b)
 Right to RRES license on terms
 and conditions. RRES license to
 be suspended for 6 months.

Golden Valley Mortgage Corp. (REC)
 6920 Koll Center Pkwy., #221,
 Pleasanton
Effective: 5/1/92
Violation: 2830, 2831.1,
 2831.2, 2832.1, 10145,
 10145(d)(g), 10146, 10176(e)(i),
 10177(d), 10232, 10232.2,
 10232.25
 Right to RREC license after 30
 days on terms and conditions.

Gutierrez, Rodolfo Jose (REB)
 754 Bounty Dr., #5408,
 Foster City
Effective: 5/7/92
Violation: 10137, 10176(e)(i),
 10177(d)(g)
 Right to RRES license on terms
 and conditions.

Hoke, Kenneth Alfred (RES)
 25163 Campus Dr., Hayward
Effective: 3/25/92
Violation: 490
 Right to RRES license on terms
 and conditions.

Knabke, Kurt Joseph (REB, REO)
 2819 Crow Canyon Rd., Ste. 100,
 San Ramon
Effective: 5/22/92
Violation: 10177(g)(h)
 Right to RREB license on terms
 and conditions.





Nieters, John Robert (REB, REO)

40 Moss Ave., Oakland
Effective: 5/11/92
Violation: 2725, 2785(a)(9),
 10176(a), 10177(d)
 Right to RREB license on terms
 and conditions.

Perkins, Henry Lee (RES)

4150 Maynard Ave., Oakland
Effective: 3/18/92
Violation: 10137, 10145(c),
 10176(e)(i), 10177(d)(g)
 Right to RRES license on terms
 and conditions.

Poulos, Terry Lynn (RES)

P.O. Box 60727, Sunnyvale
Effective: 3/26/92
Violation: 490, 10177(b)
 Right to RRES license on terms
 and conditions.

Smith, James Theodore (REB, REO)

6920 Koll Center Pkwy., #221,
 Pleasanton
Effective: 5/1/92
Violation: 2830, 2831.1,
 2831.2, 2832.1, 10145,
 10145(d)(g), 10146, 10176(e)(i),
 10177(d), 10232.1, 10232.2,
 10232.25
Officer of: Golden Valley
 Mortgage Corp.
 Right to RREB license after 30
 days on terms and conditions.

☆ **Santa Ana Region**

Abdi, Taraneh (RES)

1403 N. Tustin Ave., Ste. 160,
 Santa Ana
Effective: 3/17/92
Violation: 490, 10177(a)(b)
 Right to RRES license on terms
 and conditions.

Argo, Dolores Marie (REB)

9759 Baseline Rd.,
 Rancho Cucamonga
Effective: 4/22/92
Violation: 10137, 10177(d)
 Right to RREB license on terms
 and conditions.

Auer, Carl Merrick (REB)

14832 Bridgeport Rd., Tustin
Effective: 5/14/92
Violation: 490, 10177(b)
 Right to RREB license on terms
 and conditions.

First Databank Mtg. Inc. (REC)

555 Parkcenter Dr., Ste. 100,
 Santa Ana
Effective: 4/14/92
Violation: 2725, 2831.1,
 2831.2, 2834, 10137, 10177(d)
 Right to RREB license on terms
 and conditions.

Gill, Patricia Ann (RES)

25191 Via De Anza,
 Laguna Niguel
Effective: 3/20/92

Violation: 490, 10177(b)
 Right to RRES license on terms
 and conditions.

Hembree, Hubert Mack (REB, REO)

18720 Van Buren, Riverside
Effective: 4/20/92
Violation: 2731, 2832, 2832.1,
 10145, 10159.5, 10165, 10086,
 10177(d)(h)
 Right to RREB license on terms
 and conditions.

Jurupa Realty Inc. (REC)

18720 Van Buren, Ste. B,
 Riverside
Effective: 4/20/92
Violation: 2731, 2832, 2832.1,
 10145, 10159.5, 10165, 10177(d)
 Right to RREB license on terms
 and conditions.

Kleinbauer, Karen Lee (RES)

1800 Wallace, Costa Mesa
Effective: 4/7/92
Violation: 490, 10177(a)(b)
 Right to RRES license on terms
 and conditions.

McLeod, Annette Marie (RES)

P.O. Box 28122, Santa Ana
Effective: 5/8/92
Violation: 490, 10177(b)
 Right to RRES license on terms
 and conditions.

Mendoza, Genaro Jerry (RES)

9759 Baseline Rd.,
 Rancho Cucamonga
Effective: 4/22/92
Violation: 10145(c), 10177(d)
 Right to RRES license on terms
 and conditions.

Noble, Robert Luverne (REB)

16772-A Lynn St.,
 Huntington Beach
Effective: 3/24/92
Violation: 10130, 10177(d)
 Right to RREB license on terms
 and conditions. RREB license
 suspended for 30 days.

Rodriguera, Lionel Angel (RES)

108 W. Yale Loop, Irvine
Effective: 3/24/92
Violation: 490, 10177(b)
 Right to RRES license on terms
 and conditions.

Sanders, Jan James (RES)

24822 Bent Tree Ln., Lake Forest
Effective: 5/13/92
Violation: 490, 10177(b)
 Right to RRES license on terms
 and conditions.

**EDUCATION COURSES
 WITHDRAWN**

☆ **Fresno Region**

**New World Licensing Seminars
 Inc.**

31843 Outer Highway 10,
 Redlands

Administrator: Raymond Carston
Course: all unexpired courses
Effective: 5/30/92
Violation: 3007.3(b), 3010(b)

**SUSPENDED WITH
 STAYS**

☆ **Los Angeles Region**

Delfin, Michael Angel (RES)

5440 Cedar St., Riverside
Effective: 5/24/92
Violation: 10130, 10177(d)
 Suspended for 45 days; stayed for
 1 year on conditions.

First National Funding Group (REC)

104 S. Glendora Ave.,
 West Covina
Effective: 5/30/92
Violation: 2831, 2831.1,
 2831.2, 2832.1, 10137, 10177(d)
 Suspended for 45 days; stayed for
 1 year on conditions.

Harding, Derek M. (RES)

1409 1/2 Castillo St.,
 Santa Barbara
Effective: 4/14/92
Violation: 490, 10177(a)(b)
 Suspended for 30 days; all but 10
 days stayed for 1 year on terms
 and conditions.

**McDonnell & Church Investments
 Inc. (REC)**

9615 Brighton Way, Ste. 222,
 Beverly Hills
Effective: 5/7/92
Violation: 2830, 2831, 2831.1,
 2831.2, 2832.1, 2834, 10137,
 10145, 10177(d), 10240
 Suspended for 60 days; stayed for
 1 year on conditions.

Planche, William M. (REB, REO)

14230 Victory Blvd., #103,
 Van Nuys
Effective: 5/26/92
Violation: 10177(h)
 Suspended for 60 days; all but 30
 days stayed for 1 year on
 condition.

Prudential Homes Corp. (REC)

5955 Wilshire Blvd., #202,
 Beverly Hills
Effective: 4/7/92
Violation: 10177(f)(h)
 Suspended for 30 days, stayed on
 condition.

**Schmiederer, Robert Harold (REB,
 REO)**

14039 Margage St., Van Nuys
Effective: 3/17/92
Violation: 10177(h)
 Suspended for 60 days; stayed for
 1 year on conditions.

Silverman, Marvin (REB)

8021 Okean Terrace, Los Angeles
Effective: 4/7/92
Violation: 10177(f)(h)
Officer of: Prudential Homes
 Corporation
 Suspended for 30 days; stayed on
 condition.

Zaharson, Fred J. (REB)

303 Broadway, #204,
 Laguna Beach
Effective: 4/14/92
Violation: 10130, 10177(f)
 Suspended for 20 days; stayed for
 1 year on condition.

☆ **Sacramento Region**

Lazzaro, Rose Marie (RES)

330 S. Fairmont, Ste. 1, Lodi
Effective: 3/2/92
Violation: 10145(c), 10177(d)
 Suspended for 180 days; all but 5
 days stayed for 1 year on terms
 and conditions.

☆ **San Diego Region**

Harris, Bobby Lynn (REB, REO)

8029 La Mesa Blvd., La Mesa
Effective: 4/30/92
Violation: 10177(h)
Officer of: Heartland Assoc. Inc.
 Suspended for 30 days; stayed on
 condition.

McCray, James Mayhew (REB)

4420 Shearwater Way, Oceanside
Effective: 3/31/92
Violation: 10177(g)
 Stayed for 1 year on terms and
 conditions.

McDonnell, Brian William (RES)

3221 San Helena Dr., Oceanside
Effective: 5/8/92
Violation: 10130, 10177(d)
 Suspended for 60 days; all but 19
 days stayed for 1 year on
 conditions.

☆ **San Francisco Region**

Matlock, Robert Nelson (REB, REO)

1571 33rd Ave., San Francisco
Effective: 5/7/92
Violation: 2970, 10085, 10145,
 10146, 10177(d)(g)
 Suspended for 40 days; all but 20
 days stayed for 2 years on
 condition.

Moschetti, Roger Scott (REB)

10 West 7th St., Eureka
Effective: 5/19/92
Violation: 10167.9(a), (a)(5),
 (a)(6), (c), 10167.10(b) & (d),
 10177(d)(g)
 Suspended for 60 days; stayed for
 1 year on terms and conditions.

☆ **Santa Ana Region**

Donez Real Estate (REC)

41340 Big Bear Blvd.,
 Big Bear Lake
Effective: 4/14/92
Violation: 10177(g)
 Suspended for 30 days; stayed on
 condition.

Greenly, Edward Alan (REB)

777 S. Main St., #61, Orange
Effective: 4/2/92
Violation: 2715, 10137, 10148,
 10177(d)
 Suspended for 1 year; stayed on
 condition.

Lombardi, Clement Loyd (REB, REO)

19883 Brookhurst,
 Huntington Beach
Effective: 3/10/92
Violation: 2905, 10177(d)(g)(h)
Officer of: William Clement Co.
 Suspended for 30 days; stayed for
 1 year on condition.

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DRE Seminars Offered

In an effort to assist the real estate industry to better serve its consumers, Commissioner Clark Wallace has authorized the department to present a series of educational seminars for licensees. The theme of the seminars is "How to Operate a Licensed Real Estate Business in Compliance with the Law". Each seminar will cover three topics: mortgage loan brokering, trust fund handling and real estate sales. The first of these seminars, held in San Francisco in July, was well attended and received a positive response.

The cost is \$10 per attendee. *The fee is non-refundable.*

As seating is limited, *reservations are required* and will be taken on a first-come, first-served basis. The *only* way to reserve a seat is to send a completed reservation request clipped from this page of the *Bulletin*, a stamped, self-addressed envelope for return of your ticket, and a check or money order payable to the Department of Real Estate to:

DRE Seminar
2201 Broadway
P.O. Box 187000
Sacramento, CA 95818-7000.

In the event we are not able to accommodate your reservation request, your fee will be returned to you.

The following is the schedule for the upcoming seminars:

- October 8, 1992; Sacramento; 714 P St.; Room 102;
- October 15, 1992; Los Angeles; 107 South Broadway, Room 1138; and,
- October 19, 1992; San Diego; 1350 Front St.; Room B-109.

The seminars start at 9:00 AM and conclude at 2:30 PM.

Education and Research Section

by Thomas L. Mabry, Manager Education and Research Section

The Education and Research Section is responsible for processing continuing education and pre-license course approval applications and activities associated with research projects funded by the department. To assist in these major functions, Commissioner Wallace has formed two advisory committees, which are chaired by members of the Real Estate Advisory Commission:

- Education and Research Advisory Committee; chaired by Kathleen Connell.
- The Continuing Education Advisory Committee; chaired by Shirley Commons Long.

Section Statistics

Education and Research

DRE-funded research reports are available to both real estate licensees and consumers. Some of the materials available are:

- "Feasibility of a State Sponsored Mortgage Insurance Program for Low and Moderate Income Home Buyers";
- "A Demographic Profile of Real Estate Licensees in California";
- "The Impacts of Tax Reform on Real Estate Investment in California";
- "Understanding the Affordability Issue: California Real Estate"; and,

- "Real Estate Prices, Time on the Market and Discounts from Offering Prices".

To obtain a copy of a research report, please send a written request and \$9.00 (plus tax) for each report to: Department of Real Estate, Book Orders, P.O. Box 187006, Sacramento, CA 95818-7006.

Continuing Education

Since approval of C/E regulations in 1978, DRE's Education and Research Section has reviewed over 6,400 course applications. Currently there are approximately 350 sponsors offering 1000 DRE-approved C/E courses on a large variety of subjects. Courses are available by classroom instruction, video and correspondence.

Pre-License Courses

Currently there are approximately 170 private vocational schools offering over 575 DRE-approved pre-license (college equivalent) courses.

Future Activities

In fiscal year 1992-93 the department will begin evaluating:

- the efficiency of the Continuing Education program;
- the appropriate direction of the Education & Research program including funding level and target audiences; and
- the requirements for pre- and post-licensing education.



SEMINAR RESERVATION REQUEST

NAME _____

ADDRESS _____

DAYTIME PHONE NUMBER _____

SEMINAR (CHECK ONE)

- October 8, 1992 in Sacramento
- October 15, 1992 in Los Angeles
- October 19, 1992 in San Diego

Suspended w/Stays

continued from page 10

Marble George & McGinley Inc (REC)
765 The City Dr. South, Ste. 150, Orange
Effective: 5/30/92
Violation: 10137
Suspended for 60 days; stayed for 1 year on conditions.

Marble, David Lawrence (REB, REO)
736 E. Chapman Ave., Orange
Effective: 5/30/92
Violation: 10137, 10177(h)
Officer of: Marble George & McGinley Inc.
Suspended for 60 days; stayed for 1 year on conditions.

Rubendall, Harold Leroy (REB, REO)
41413 Big Bear Blvd., Big Bear Lake
Effective: 4/14/92
Violation: 10177(h)
Officer of: Donez Real Estate
Suspended for 30 days; stayed on condition.

Przekop, Michael Joseph (REB)
5414 Rhonda Ave., Santa Ana
Effective: 3/31/92
Violation: 10177(h)
Suspended for 30 days; all but 10 days stayed for 1 year on terms and conditions.

William Clement Company (REC)
19883 Brookhurst St., Huntington Beach
Effective: 3/10/92
Violation: 2905, 10177(d)(g)(h)
Suspended for 30 days; stayed for 1 year on condition.

INDEFINITE SUSPENSIONS
(under Recovery Acct. provisions)

☆ **Los Angeles Region**

Par Investments, Inc (REC)
9033 Wilshire Blvd., Ste. 100, Beverly Hills
Effective: 4/29/92

Smith, Donald Joseph (REB)
219 East 67th St., Long Beach
Effective: 3/3/92

☆ **San Diego Region**

Moore, Carolyn Lee (RES)
aka: Carolyn Lee Oldner
7710 Balboa Ave., Ste. 111, San Diego
Effective: 4/29/92

Walsh, John James (REB)
6106 Regents Rd., San Diego
Effective: 4/8/92

☆ **San Francisco Region**

Bentson, Linda Jean (RES)
6067 Burchell Ave., San Jose
Effective: 3/3/92

Bentson, Mel David (RES)
6455 Almaden Expressway, Ste. 101, San Jose
Effective: 3/3/92

Powell, Gary Douglas (REB)
36 Creektree, Alamo
Effective: 4/8/92

☆ **Santa Ana Region**

Reid, William Steven (REB)
55/1900 S. Palm Canyon Dr., Palm Springs
Effective: 4/8/92

Financial Statement

Fiscal Year 1991-92 (Year ending 6/30/92)

by Bob Sharp, Fiscal Officer

Revenue:

Examinations	\$ 1,868,672	
Licensing	\$ 12,588,666	
Subdivisions	\$ 4,657,912	
Other*	\$ 2,755,071	
Total Revenue		\$ 21,870,321

Expenditures:

Personnel	\$ 17,761,917	
Office Expense & Equipment	\$ 7,741,221	
Special Items of Expense**	\$ 3,017,836	
Reimbursements	\$ <788,601>	
Total Expenses:		\$ 27,732,373
Net Revenue:		\$ <5,862,052>

Reserves Comparison

Actual FY 90-91	Actual FY 91-92	Anticipated FY 92-93
\$27,794,000	\$11,330,000	\$5,353,000

The large decrease in reserves in 91-92 was due, in part, to operational losses but mostly from a \$10,389,000 transfer to the General Fund. Such transfers were required of all Special Fund agencies as part of the 1991-92 budget act. The FY 92-93 anticipated balance is subject to change during the annual budget process.

- * Miscellaneous fees, fines, interest, sale of books
- ** Recovery claims, Education & Research projects and grants, Court costs



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P.O. Box 187000
Sacramento, California 95818-7000

SECOND CLASS