

# REAL ESTATE BULLETIN

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

Fall 1993



## James P. Antt Appointed to Real Estate Advisory Commission

Commissioner Clark Wallace is pleased to announce the appointment of James P. Antt, a Bakersfield real estate broker, to serve as a member of the Real Estate Advisory Commission. Members of the Commission assist the Real Estate Commissioner in carrying out the responsibilities of the Department of Real Estate and act as liaisons between the Department, the real estate industry and the public.



James P. Antt, Jr.

A real estate licensee since 1968, Mr. Antt is a past president of the California Association of Realtors and has served as a director of the National Association of Realtors. He is the owner of Jim Antt-Realtor® in Bakersfield and the Pacific Management Company. Other public service includes a term as president of the Bakersfield Chamber of Commerce and participation on the Kern County Planning Advisory Committee and the California Senate Housing Advisory Task Force.

Commissioner Wallace welcomes Mr. Antt to the Commission and looks forward to his contributions.

## Commissioner's Message

This issue of the *Real Estate Bulletin* contains our second annual report on the Department's activities. Instead of the normal collection of articles, this issue presents reports from program managers and section leaders on their activities during fiscal year 1992-93 (July 1, 1992 through June 30, 1993).

I hope this information will enhance 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.

## Licensing Section

by William E. Moran, *Managing Deputy Commissioner IV*

The Licensing Section is responsible for the issuance of real estate salesperson and broker licenses and is directly affected by cycles in the real estate market. In this regard, FY 1992-93 continued a downward trend in most areas of licensing activity.

### Licensing Activity and Population

Compared with the previous fiscal year, the number of salesperson examinations declined by 13%, and the number of broker examinations declined by 7%. The issuance of new salesperson licenses declined by 16%, while the issuance of new broker licenses declined 11%. License renewal volume for brokers increased by 3%; salesperson renewals increased by 9%. However, the percentage of licensees renewing fell approximately 5% from the previous year.

At the end of FY 1992-93, the licensee population totaled 371,132, which included

115,974 brokers and 255,158 salespersons. The total number of licensees at the end of FY 1991-92 was 375,986.

### Testing Procedures Study

Psychological Research, Inc. (PSI) completed a "Job Analysis and Examination Specifications Study" under a research contract awarded by the Department. The purpose of the project was to identify changes in the knowledge, skills, and abilities that are necessary for the practice of real estate today, so that the licensing examinations may be updated to reflect these changes.

One of the recommendations made by the study is that the knowledge categories, and weights given to each category, be restructured to place greater emphasis on agency disclosure, other disclosure laws, and contracts for both the salesperson and broker examinations. It was also recommended that the areas of trust fund handling, broker supervision,

misrepresentation, and illegal compensation be emphasized in the licensing examinations, and in real estate education in general. This recommendation was based upon the frequency with which violations in these areas form the basis for disciplinary actions.

### Pilot Projects

As part of an ongoing Total Quality Management Program, the Licensing Section conducted pilot projects to determine the feasibility of instituting an Automated Examination Telephone System, accepting examination fees by credit card, and utilizing faxed copies of examination applications and supporting documentation.



The Automated Examination Telephone System provided 24-hour access to information concerning examination requirements, general examination schedul-

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**REAL ESTATE BULLETIN**

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**STATE OF CALIFORNIA**

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THOMAS S. SAYLES, *Secretary*

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Salesperson Examinations ..... (916) 227-0900  
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Margret Stroh, *Managing Deputy Commissioner III*

# Information Systems Section

by *Ike Geddings, Manager*

Fiscal year 1992-93 has been a busy year for the staff in the Information Systems Section. Many long awaited projects have been completed and new ones are being considered that can bring the Department in line with more current technology and make it more responsive to the needs of licensees and the public in the 90's.

**Office Automation System** - The system has been installed, is fully operational, and has exceeded expectations. The system provides word processing, spread sheet, and local database functions and all DRE offices are now connected by a communications network carrying electronic mail. The new system has been very effective in improving the efficiency of the entire DRE staff.

**Total Quality Management Program** - During the past year, the Information Systems Section, in conjunction with the Licensing staff, has developed an examinations pilot project under the Department's Total Quality Management (TQM) program. The pilot program is now in full operation and is testing the public's and the Real Estate Industry's reaction to a voice response system, the use of credit card payments for examination processing, and examination qualifications by faxed information. The pilot is scheduled for completion in September of this year and, depending on the results, some of the processes may be permanently established in the production environment.

**Child Support Legislation (AB1394)** - The Information Systems Section continues to work on fully implementing child support legislation, as mentioned in the Fall 1992 issue of the *Real Estate Bulletin*, and on completing the software programming for the Subdivisions Tracking system and the Continuing Education subsystem.

An additional task has developed with respect to the Continuing Education system and that is determining the feasibility of scanning continuing education submittals to improve the efficiency of processing license renewals.

**Client/Server FSR** - Looking to the future, a recently completed Feasibility Study Report has defined the evolution of information processing at DRE. The study has recommended that the Department rewrite and convert its existing information systems and data to run on a more modern system, called a Client Server System; and, that future systems should be developed as Client Server applications. This means an extensive expansion of the Department's telecommunications network, to provide faster local area networks and wide area networks, and to support an increased number of personal computer worksta-

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## Real Estate Advisory Commission

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# Subdivision Program

by Tom Hensley, Assistant 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 — Fiscal Year 1992-93

For the fourth year in a row, the number of applications for a final subdivision public report has declined. In the 1992-93 fiscal year, 1,835 filings constitute a 38% decrease from the 2,966 filings received in fiscal year 1989-90. In addition to the reduction in California filings the number of out-of-state filings has also declined.

## Legislative Changes

1. AB 3565 - This bill places time limits on the Department's processing of applications for permits for out-of-state subdivisions. It also authorizes the De-

partment to abandon subdivision public report applications which have remained dormant for a specified time period.

2. SB 1522 - This bill exempts subdivisions located outside the United States from having to obtain a permit from the Department. These exempt offerings are required to include substantive disclaimers in advertising and sales agreements.
3. AB 2490 - This bill allows for the issuance of a "Conditional Public Report" and a \$500 fee for processing the related application. A conditional public report could be issued by the Department if it is confident that certain required documents will be obtained by the subdivider in a timely manner. A conditional public report would allow the subdivider and the purchaser to enter into a binding contract subject to specific conditions to be completed at a future date.

All of the aforementioned legislation became effective January 1, 1993.

## Near Term Plans

The Department is pursuing law and regulation proposals which would streamline the subdivision approval process. These proposals include: guidelines for master plan communities; evaluation of the Department's role in the oversight of homeowners' associations; evaluation of the security device (i.e., bond, letter of credit, etc.) program; and a review of the multi-location timeshare project program.



# Mortgage Lending

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 draft advertising submitted on both a mandatory and voluntary basis. In fiscal year 1992-93, mortgage brokers submitted approximately 2,000 proposed advertisements.
- ✓ *Advance Fees* - review proposed contracts of brokers who collect fees from principals in advance of performing the function or act agreed upon. Advance fee agreements are used by brokers in connection with mortgage lending and other activities. 158 proposed advance fee contracts were reviewed last year.
- ✓ *"Threshold" Brokers* - monitors brokers who meet a prescribed level of mortgage loan activity. "Threshold" brokers are required to submit specified reports and advertising to the Department. There are approximately 850 brokers in the "threshold" category.
- ✓ *Mortgage Lending Reports* - a data collection process whereby specified lenders who engaged in certain types of 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, mortgage broker-oriented publication. Its purpose is to keep brokers up to date on current legal requirements.

During the 1992-93 fiscal year, new mortgage loan disclosure statements were finalized and should be official Department forms by the time this issue of the *Bulletin* is published.

Effective January 1, 1993, Business and Professions Code §10231.3 requires brokers in the mortgage business to notify the Department when a minimum of 8 transactions are completed. This is to assist in identifying those brokers in the mortgage business.



### NUMBER OF FILINGS IN LAST FOUR FISCAL YEARS AND % DECREASE FROM PREVIOUS YEAR

	1989-90	1990-91	1991-92	1992-93
Standard	803	773 (-4%)	600 (-22%)	468 (-22%)
Common Interest	2,163	1,623 (-25%)	1,574 (-3%)	1,367 (-13%)
Total	2,966	2,396 (-19%)	2,174 (-9%)	1,835 (-16%)

### NUMBER OF TECHNICAL SECTION\* FILINGS

	1989-90	1990-91	1991-92	1992-93
Timeshare	18	16	18	24
Out of State	5	31	17	9

\*The Technical Section processes the more complex subdivision filings.

# Enforcement

by Betty Ludeman, Assistant Commissioner, Enforcement

## Fiscal Year Accomplishments

The Enforcement and Audit Sections developed a Broker Compliance Evaluation manual to assist brokers in determining their compliance with the Real Estate Law. Designed primarily for use by residential brokers, it contains many of the questions that a broker would be asked if visited by a Department representative. (See page 9 for more information.)

The Department has developed an ongoing educational seminar program for brokers. The theme of the seminars is "How to Operate a Licensed Real Estate Business in Compliance with the Law." These semi-

nars have been given throughout the State and have been well received. Additionally, legislation has been introduced which would require mandatory education in trust fund handling as part of the continuing education requirements.

## Long Range Plans

The Department will be evaluating the most effective method to investigate mortgage loan broker complaints. We will be looking at various options including the forming of a separate MLB investigative unit, streamlining the investigative process, etc. We will also be evaluating the use of an electronic court record access system,

developing guidelines for consistency in penalty settlements, and the voluntary surrender of a license pending disciplinary action.

### Enforcement Statistics

#### Complaints:

- Received and screened ..... 8,521
  - Assigned for investigation ... 4,076
  - Closed (no discipline recommended) ..... 2,589
  - Referred for disciplinary action ..... 1,263
- Corrective action letters issued ... 107



# Audit Program

by Fa-Chi Lin, Chief of Audits



The Audit Program is charged with performing random and investigative audits of brokers to ensure compliance with the Real Estate and Subdivided Lands Laws relating to trust fund handling, record keeping and other compliance areas.

## Accomplished Projects

**Mortgage Loan Broker Audit Program** — As a part of the Department's long range planning, the Audit Program is in the process of standardizing its policies and procedures. To assist with this goal, a new Mortgage Loan Broker Audit Program with related working papers has been developed. This standardized program will ensure thorough and uniform examinations of mortgage loan brokers.

**Computerized Audit Statistical Database** — By utilizing newly acquired personal computers and available software, the Audit Program has developed an Audit Statistical Database to provide a vehicle to moni-

tor the efficiency of the audit production.

## 1993-94 Goals

**Standardization** — The Audit Program will continue the process of standardizing policies and procedures by:

- developing a new Property Management Audit Program with related working papers; and,
- developing a new Manual for Review of Threshold Mortgage Loan Broker Reports.

**Computerization** — The Audit Program will continue the process of computerizing its reports, including the Audit Time Report Analysis and Travel Expenses Summary.

## Long Range Planning

If fiscal conditions allow, and approval is given by DRE Administration, the Audit Program will proceed with a proposal for the following:

- requisite staff; and,
- reclassification of the Auditor Series.

# Licensing

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ing information, 18-month conditional license information, examination sites, and other examination information. In addition, voice mail was available to accept requests for examination application mailings and duplicate result notices. The pilot study of this system extended from May 12, 1993 to September 14, 1993.

A fax machine was also made available 24 hours a day to receive examination applications, with credit card payment information, and supporting documentation, course transcripts for salespersons holding 18-month conditional licenses, course catalog descriptions, and substantiation of name changes. This service was offered during the period of April 19, 1993 to September 14, 1993.

In addition, during the pilot period the Department accepted credit card payment for examination fees by fax or through the mail. Immediate scheduling for examinees who needed to reschedule their examination date or apply for re-examination was also made available by telephone with a credit card fee payment.

The results of the pilot studies are currently under review to determine if they should be made permanent programs. The possibility of expanding these types of services to other program areas is also being studied.



### Audit Statistics Fiscal Year 1992-93

Audits Performed .....	1516	
Audit Results		
• Major Violations .....	452	30%
• Corrective Action Letters .....	702	46%
• Minor or No Violations .....	362	24%
Audits Found With Trust Fund Shortages .....	352	23%
Total Amount of Trust Fund Shortages .....		\$7,869,751
Shortages Cured During or Soon After the Audit .....	138	\$848,450

## DISCIPLINARY ACTION — MARCH 1993 TO MAY 1993



- ✓ 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
2725(c)	Failure of broker to review escrow/closing statements in broker operated escrow
2726	Failure to have broker-salesperson agreements
2731	Unauthorized use of fictitious business name
2752	Broker's failure to notify DRE of new salesperson
2785(a)(6)	Misrepresenting form, amount or treatment of a purchase deposit
2785(a)(17)	Failure to disclose direct/indirect interest to seller
2830	Failure to maintain trust fund account
2831	Inadequate trust fund records
2831(a)	Inadequate trust fund records
2831.1	Inadequate trust fund records
2831.2	Inadequate trust fund records
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
2840	Failure to give borrower disclosure
2846	Failure to use approved lender/purchaser disclosure statement
2846.5	Annual trust fund account reporting requirements
2846.8	Quarterly trust fund status reporting requirements
2950(g)	Broker controlled escrow violation
2950(h)	Failure of broker to advise all parties of licensee's interest in agency holding escrow
2970	Misleading advance fee advertising material
2972	Incomplete advance fee accountings

### Business and Professions Codes

490	Relationship of conviction to licensed activity
10085	Failure to submit advance fee materials
10130	Acting without license
10137	Unlawful payment of compensation
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
10160	Failure to have salesperson licenses in possession of broker
10161.8	Failure of broker to notify Commissioner of salesperson employment
10161.8(b)	Failure of broker to notify Commissioner of salesperson termination
10162	Failure to maintain a place of business
10163	Failure to obtain branch office license
10165	Covers various violations
10176(a)	Making any substantial misrepresentation
10176(d)	Failure to disclose dual agency
10176(e)	Commingling trust funds
10176(g)	Secret profit or undisclosed compensation
10176(i)	Fraud or dishonest dealing in licensed capacity
10176.5	Transfer Disclosure Statement violations
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(k)	Violation of restricted license condition
10177.2(d)	Failure to deliver mobile home ownership certificate
10177.5	Civil fraud judgment based on licensed acts
10232(f)	Failure to notify DRE of threshold status
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
10233	Failure of MLB to have written servicing contract
10237.3	Acting as real property securities dealer without endorsement
10238.3	Failure to obtain real property securities permit
10240	Failure to give mortgage loan disclosure statement

### LICENSES REVOKED

#### Fresno Region

**Mele, Daniel Brian (RES)**  
 1468 Griffith, Clovis  
*Effective:* 4/19/93  
*Violation:* 10130, 10176(a)(i), 10177(b)(d)(j)

#### Los Angeles Region

**Cameo Financial Corp. (REC)**  
 2413 Pacific Coast Hwy., #202, Lomita  
*Effective:* 5/26/93  
*Violation:* 2725, 2830, 2834, 2950(g), 10145, 10176(a)(e)(i), 10177(d)

**Derakhshan, Javad (RES)**  
 44 E. Foothill Blvd., Arcadia  
*Effective:* 5/13/93  
*Violation:* 490, 10177(b)

**Fairchild, William Joseph (RES)**  
 45139 N. Lorimer Ave., Lancaster  
*Effective:* 5/12/93  
*Violation:* 490, 10177(b)

**Fan, Pei-Chi (RES)**  
 15301 Metropool Dr., Hacienda Heights  
*Effective:* 5/18/93  
*Violation:* 490, 10177(b)

**Flores, Baltazar (RES)**  
 11341 Victory Blvd., N. Hollywood  
*Effective:* 3/17/93  
*Violation:* 490, 10177(b)

**Holland, Ronald Samuel (RES)**  
 19745 Ventura Blvd., Ste. 118, Woodland Hills  
*Effective:* 5/18/93  
*Violation:* 490, 10177(b)

**James, Richard (REB)**  
 5855 Green Valley Cir., #206, Culver City  
*Effective:* 5/11/93  
*Violation:* 10165, 10176(e), 10177(d)(g)(h)

**Jilizian, Raffi (RES)**  
 4025 New York Ave., La Crescenta  
*Effective:* 5/18/93  
*Violation:* 490, 10177(b)

**Keshishi, Katrine (RES)**  
 10141 Somoa, #7, Tujunga  
*Effective:* 5/18/93  
*Violation:* 490, 10177(b)

**Lam-Phan, Tuyen Thanh (RES)**  
 7615 Glade Ave., #126, Canoga Park  
*Effective:* 5/24/93  
*Violation:* 490, 10177(a)(b)

**Miller, John Christopher (RES)**  
 P.O. Box 75179, Los Angeles  
*Effective:* 5/18/93  
*Violation:* 490, 10177(b)

**Moradi, Afsaneh (RES)**  
 17106 Tulsa, Granada Hills  
*Effective:* 5/18/93  
*Violation:* 490, 10177(b)

**Nationwide Lending Inc. (REC)**  
 100 E. Huntington Dr., #201, Alhambra  
*Effective:* 4/13/93  
*Violation:* 2725, 2752, 2830, 2831.2, 2832.1, 2846.5, 2846.8, 10145, 10160, 10177(d)(g), 10232(e), 10232.25, 10232.2, 10240

**Neighborhood Home Loans Inc. (REC)**  
 2930 W. Imperial Hwy., Ste. 626, Inglewood  
*Effective:* 5/26/93  
*Violation:* 2715, 10162, 10177(d)



- Pamanian, William Edward Ireton (RES)**  
8846 Valjean Ave., Sepulveda  
Effective: 5/18/93  
Violation: 490, 10177(b)
- Property Mortgage Co. Inc. (REC)**  
14724 Ventura Blvd., Ste. 201, Sherman Oaks  
Effective: 5/25/93  
Violation: 2830, 2831, 2831.1, 2831.2, 2832.1, 10145, 10176(a)(b)(e)(i), 10177(d)(j)
- Sentchuk, Al (REB, REO)**  
4455 Torrance Blvd., Ste. 380, Torrance  
Effective: 5/26/93  
Officer of: Cameo Financial Corporation  
Violation: 2725, 2830, 2832.1, 2950(g), 10176(a)(e)(i), 10177(d)(h)
- Singleton, Joseph E. (RES)**  
3914 Fairman St., Lakewood  
Effective: 3/2/93  
Violation: 490, 10177(a)
- Tello, Eduardo Gustavo (RES)**  
P. O. Box 3324, Walnut  
Effective: 4/13/93  
Violation: 490, 10177(b)
- Villagomez, Jose Sanchez (RES)**  
2833 Kansas Ave., South Gate  
Effective: 4/20/93  
Violation: 10177(j)
- Wilbur, Joe Paul (RES)**  
25525/92 Woolsey Cyn. Rd., Canoga Park  
Effective: 3/17/93  
Violation: 490, 10177(b)
- Willows, Dave Lewis (RES)**  
4534 Oak Glen Dr., #C, Santa Barbara  
Effective: 3/2/93  
Violation: 490, 10177(b)
- 
- Santa Ana**
- Advance Mortgagee Servicing Corp. (REC)**  
1230 N. Barsten Way, Anaheim  
Effective: 4/13/93  
Violation: 2715, 10130, 10162, 10165, 10177(d)
- Betz, John Phillip (REB)**  
26736 Ynez Rd., L7-143, Temecula  
Effective: 3/11/93  
Violation: 2725, 2725(c), 10177(g)(h)
- Byers, Larry Keith (REB)**  
25880 Hwy. 243, Idyllwild  
Effective: 4/6/93  
Violation: 2785(a)(6), 10130, 10137, 10145(c), 10176(e)(g)(i), 10177(d)(g)
- Deming, Kathryn Clara (RES)**  
1287 E. Florida, Hemet  
Effective: 5/11/93  
Violation: 2731, 2830, 10130, 10137, 10145, 10159.5, 10176(i)
- H & K Financial (REC)**  
30200 Rancho Viejo Rd., Ste. D, San Juan Capistrano  
Effective: 4/13/93  
Violation: 2731, 2831.2, 2832.1, 2840, 2846, 10130, 10145, 10177(d)
- Haigh, Todd Osborne (RES)**  
8811 Pacific Coast Hwy., #133, Laguna Beach  
Effective: 5/18/93  
Violation: 490, 10177(b)
- Harvick, Bill (REB)**  
250 N. Linden, Sp. 143, Rialto  
Effective: 3/9/93  
Violation: 10177.5
- Hawley, Helen Weston (RES)**  
P.O. Box 4364, Laguna Beach  
Effective: 5/26/93  
Violation: 490, 10177(b)
- Hwang, Pierre Yang (RES)**  
24686 Argus Dr., Mission Viego  
Effective: 5/27/93  
Violation: 10177(a)
- Lovgren, Carol Craig (REB, REO)**  
33445 Coral Reach, Dana Point  
Effective: 4/13/93  
Violation: 2715, 2731, 2752, 2834, 10137, 10161.8(b), 10162, 10165, 10177(d)(e)(h)
- Mid Valley Mortgage Corp (REC)**  
265 S. Anita Dr., Ste. 240, Orange  
Effective: 4/13/93  
Violation: 10177(d)
- Shorebird Realty Inc. (REC)**  
33445 Coral Reach, Dana Point  
Effective: 4/13/93  
Violation: 2715, 2731, 2752, 2834, 10161.8(b), 10162, 10165, 10137, 10177(d)(e)
- Wiens, Carolyn Valeria (RES)**  
P.O. Box 97, Fawnskin  
Effective: 4/14/93  
Violation: 10177(g)
- 
- Sacramento Region**
- AMI Mortgage Inc (REC)**  
3838 Watt Ave., #E510, Sacramento  
Effective: 3/29/93  
Violation: 2832.1, 10145, 10176(i), 10177(d)
- Bicknell, Maxine E. Gottesman (RES)**  
P. O. Box 158, Berry Creek  
Effective: 5/3/93  
Violation: 490, 10177(b)
- Cottle, James Edward (RES)**  
1103 Sycamore Ave., Stockton  
Effective: 3/29/93  
Violation: 490, 10177(b)
- Davi, Brian Geofforey (RES)**  
9821 Fair Oaks Blvd., Fair Oaks  
Effective: 4/27/93  
Violation: 490, 10177(b)
- Fisher, Mark James (RES)**  
1043 Lorraine Dr., Redding  
Effective: 5/26/93  
Violation: 490, 10177(b)
- Hult, Norma Louise (REB)**  
1484 Hartnell Ave., Ste. E, Redding  
Effective: 3/18/93  
Violation: 2830, 2831, 2831.1, 2831.2, 2832.1, 2834, 10145(a), 10176(i), 10177(d)
- Johnson, Jane Helen (REO)**  
3838 Watt Ave., #E510, Sacramento  
Effective: 3/29/93  
Officer of: AMI Mortgage Inc.  
Violation: 10159.2, 10176(a)(b)(e)(i), 10177(g)(h)
- Mann, Judith Carol (REB)**  
47 Harvey Rd., Chico  
Effective: 5/3/93  
Violation: 490, 10177(b)
- Morning, Andre Doran (RES)**  
3936 First Ave., Sacramento  
Effective: 3/29/93  
Violation: 490, 10177(b)
- Remme, Janet Marie (RES)**  
8035 Freeport Blvd., Sacramento  
Effective: 5/26/93  
Violation: 10176(a)(i)
- Shoun, Warren Douglas (RES)**  
P.O. Box 572, Calistoga  
Effective: 4/22/93  
Violation: 490, 10177(b)
- 
- San Diego Region**
- Canter, David Jon (RES)**  
5741 Chelsea Ave., La Jolla  
Effective: 4/13/93  
Violation: 490, 10177(b)
- DeMars, Donald Neal (REB)**  
3462 Don Juan Dr., Carlsbad  
Effective: 3/2/93  
Violation: 10177.5
- Foster, Charles Lloyd (RES)**  
14763 Penasquitos Dr., San Diego  
Effective: 4/22/93  
Violation: 490, 10177(b)
- Keller, Mary Maude (RES)**  
7188 Melotte St., San Diego  
Effective: 4/13/93  
Violation: 10177(j)
- Morisoli, Michael Manuel (REB)**  
3337 Terrace Ln., Oceanside  
Effective: 4/20/93  
Violation: 10177(b)
- Phillips, Richard George (REB)**  
5502 Balboa Ave., San Diego  
Effective: 5/7/93  
Violation: 2731, 2831, 2831.1, 2831.2, 2832.1, 2830, 10145(a), 10177(d)(g)(h)
- 
- San Francisco Region**
- Beadle, Lloyd Raymond (RES)**  
163 Teresita Way, Los Gatos  
Effective: 3/30/93  
Violation: 490, 10177(b)
- Bowen, John Charles Jr. (REB)**  
111 Deerwood Pl., Ste. 200, San Ramon  
Effective: 3/23/93  
Violation: 2970, 10146, 10176(e)(i), 10177(d)(j), 10232.4, 10232.5, 10233, 10237.3, 10238.3
- Condon, Patrick William (RES)**  
437 27th Ave., San Mateo  
Effective: 3/16/93  
Violation: 490, 10177(b)
- Espicha, Richard A. (REB)**  
30100 Mission Blvd., Ste. 6, Hayward  
Effective: 3/23/93  
Violation: 490, 10177(b)
- First Union Investment Corp. (REC)**  
101 Metro Dr., Ste. 100, San Jose  
Effective: 5/24/93  
Violation: 2831, 2831.1, 2831.2, 2832, 10145, 10161.8, 10177(d)
- Hess, William Richard (RES)**  
P. O. Box 750062, Petaluma  
Effective: 3/29/93  
Violation: 2785(a)(17), 10176(a)(i), 10177(d)
- Hwang, Long-Fa (RES)**  
21190 Rainbow Dr., Cupertino  
Effective: 3/9/93  
Violation: 490, 10177(b)
- Jacobs, Barbara Jorene (REB)**  
34573 Falls Terrace, Fremont  
Effective: 5/12/93  
Violation: 2715, 2830, 2832.1, 10145, 10162, 10165, 10176(e)(i), 10177(d)
- Landau, Alexander (RRES)**  
620 Leo Dr., Foster City  
Effective: 3/23/93  
Violation: 10177(k)
- Malonzo, Joe Rivero (RES)**  
67 St. Francis Sq., Daly City  
Effective: 4/19/93  
Violation: 490, 10177(b)
- McGuire, Richard Joseph (RES)**  
2001 Lombard St., San Francisco  
Effective: 4/15/93  
Violation: 490, 10177(b)
- Nguyen, Christina Thanhnguyen (RES)**  
3406 Vangorn Ct., San Jose  
Effective: 4/22/93  
Violation: 490, 10177(a)
- Paik, Casey (REB)**  
1660 S. Amphlett Blvd., #228, San Mateo  
Effective: 4/22/93  
Violation: 2725, 2741, 10137, 10177(d)
- Ragadio, Jose C. (RES)**  
234 Wilde Ave, San Francisco  
Effective: 4/20/93  
Violation: 490, 10177(b)
- Sanchez, Charles DeGuzman (RES)**  
35041 Lilac Loop, Union City  
Effective: 3/16/93  
Violation: 490, 10177(b)
- Tyson, Tye David (RES)**  
3805 Woodland Way, Redwood City  
Effective: 4/13/93  
Violation: 490, 10177(b)

**Uyematsu, Robert Susumu (REB)**

123 E. Alisal, Salinas  
Effective: 4/22/93  
Violation: 490, 10177(b)

**Wang, Patricia Tzu-Pin (RES)**

655 S. Fair Oaks, #H304,  
Sunnyvale  
Effective: 4/20/93  
Violation: 490, 10177(b)

**Zenith Group International (REC)**

1660 Amphlett Blvd., #228,  
San Mateo  
Effective: 4/22/93  
Violation: 2725, 2726, 10137,  
10148, 10177(d) 10232, 10232.2,  
10232.25, 10240

## REVOKED WITH A RIGHT TO A RESTRICTED LICENSE

**Fresno Region****Miranda, Al (RES)**

6762 N. Malsbary Ave., Fresno  
Effective: 5/10/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.

**Philips, Susan Joleen (RES)**

15100 W. El Mar Ln., Kerman  
Effective: 5/6/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.

**Los Angeles Region****Avren, Lewis Stephen (REB)**

1030 Bay St., #4, Santa Monica  
Effective: 3/30/93  
Violation: 10176(a), 10177(f)  
Right to RREB license on terms  
and conditions.

**Brooks, Ronald Anthony (RES)**

11845 Darlington Ave.,  
Los Angeles  
Effective: 5/24/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.

**Carter, Michael (RES)**

P. O. Box 10491, Burbank  
Effective: 3/16/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.

**Chang, James Ming Liang (REB, REO)**

115 S. Garfield Ave., Alhambra  
Effective: 4/13/93  
Officer of: Nationwide Lending Inc.  
Violation: 10177(d)(h), 10159.2  
Right to RREB license on terms  
and conditions.

**Cheyenne Properties Inc. (REC)**

16666 Soledad Canyon Rd.,  
Canyon Country  
Effective: 3/1/93  
Violation: 2831, 2831.1, 2831.2,  
10137, 10177(d)  
Right to RREC license on terms  
and conditions.

**Coons, John Douglas (REB)**

1746 Cold Canyon Rd., Calabasas  
Effective: 3/9/93  
Violation: 10177(h)  
Right to RREB license after 30  
days on terms and conditions.

**Cuff, Champ Thompson (REB)**

1483 N. Mountain Ave.,  
Claremont  
Effective: 5/25/93  
Violation: 10137  
Right to RREB license on terms  
and conditions.

**Dominguez, Angela A. (RES)**

10301 Melvin Ave., Northridge  
Effective: 3/10/93  
Violation: 10177(a)  
Right to RRES license on terms  
and conditions.

**Finn, Michael Kelly (RES)**

113 Camino Ruiz, #49, Camarillo  
Effective: 3/17/93  
Violation: 10177(a)  
Right to RRES license on terms  
and conditions.

**Freidson, Harvey Noel (REB, REO)**

1430 E. Holt Ave., Covina  
Effective: 4/6/93  
Officer of: Funders Mortgage  
Corp. of America  
Violation: 10159.2,  
10177(d)(h)(k)  
Right to REB license on terms  
and conditions.

**Gaskill, Marcia Leigh (REB, REO)**

123 Los Altos St., Oxnard  
Effective: 3/1/93  
Officer of: Cheyenne Properties  
Inc, Valencia Homes  
Inc., MGM Inv. Inc.,  
MGM Inv. II Inc.  
Violation: 2831, 2831.1, 2831.2,  
10177(d)(h)  
Right to RREB license on terms  
and conditions.

**Grajeda, Hector (RES)**

1120 Newton Pl., San Fernando  
Effective: 5/26/93  
Violation: 2785(a)(10),  
10176(a)(i)  
Right to RRES license on terms  
and conditions.

**Kim, Hyo Chung (REB)**

4157 West 5th St., Los Angeles  
Effective: 3/11/93  
Violation: 490, 10177(b)  
Right to RREB license on terms  
and conditions.

**Kohler, David Howard (RES)**

8630 Rudnick Ave., West Hills  
Effective: 4/13/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.

**Matew, Leslie Barles (RES)**

8530 Sunland Blvd., #6,  
Sun Valley  
Effective: 3/30/93  
Violation: 490, 10177(b)  
Right to RREB license on terms  
and conditions.

**MGM Investments II Inc. (REC)**

1723 E. Palmdale Blvd., Ste. A.,  
Palmdale  
Effective: 3/1/93  
Violation: 2831, 2831.1, 2831.2,  
10177(d)  
Right to RREC license on terms  
and conditions.

**MGM Investments Inc. (REC)**

16666 Soledad Canyon Rd.,  
Canyon Country  
Effective: 3/1/93  
Violation: 2831, 2831.1, 2831.2,  
10177(d)  
Right to RREC license on terms  
and conditions.

**Olitan, Carmelita C. (RES)**

107 Stagecoach Cir., West Covina  
Effective: 5/5/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.

**Poochigian, Andrew James (REB)**

332 N. Poplar Ave., Montebello  
Effective: 5/11/93  
Violation: 2726, 2731, 2830,  
2831, 2831.1, 2831.2, 10145,  
10163, 10177(d)  
Right to RRES license on terms  
and conditions.

**Slavik, Marcela Marie (RES)**

2109 Carnegie Ln., #A,  
Redondo Beach  
Effective: 3/31/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.

**Valencia Homes Inc. (REC)**

24106 Lyons Ave., Newhall  
Effective: 3/1/93  
Violation: 2831, 2831.1, 2831.2,  
10177(d)  
Right to RREC license on terms  
and conditions.

**Willingham, Brian M. (RES)**

3848 Los Feliz Blvd., #19, L.A.  
Effective: 5/18/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.

**Santa Ana Region****Amos, Sherry Lynn (RES)**

19056 Stonehurst Ln.,  
Huntington Beach  
Effective: 5/25/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.

**Bell, John Norman (REB)**

1300 Dove St., Ste. 200,  
Newport Beach  
Effective: 4/29/93  
Violation: 2832.1, 2970, 2972,  
10085, 10146, 10176(e)(i),  
10177(d)  
Right to RREB license on terms  
and conditions. RREB license  
suspended for 6 months.

**Greiner, Waltraud Maria (RES)**

24652 Ladera, Mission Viejo  
Effective: 5/5/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.

**Harris, Lee Kelly (REB)**

22571 Puntal Lana, Mission Viejo  
Effective: 4/29/93  
Violation: 2731(a), 2832.1,  
2970, 2972, 10085, 10146,  
10176(e)(i), 10159.5, 10177(d)  
Right to RREB license on terms  
and conditions.

**King, Frederick John (RES)**

1517 E. Portola Ave., Santa Ana  
Effective: 4/20/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.

**Klisinin, John James (REB)**

1400 Ocean Ave., Seal Beach  
Effective: 3/30/93  
Violation: 10145(a), 10177(d)  
Right to RREB license on terms  
and conditions.

**Knaack, Thomas George (REB)**

8381 Valencia Dr.,  
Huntington Beach  
Effective: 4/20/93  
Violation: 490, 10177(b)  
Right to RREB license on terms  
and conditions.

**Lawrence, Philip Harold (REB)**

11468 Fernwood Ave., Fontana  
Effective: 3/17/93  
Violation: 10176(a), 10177(g)  
Right to RRES license on terms  
and conditions.

**Rose, Rochonne Denise (RES)**

551 E. Riverside Dr., #37, Ontario  
Effective: 5/4/93  
Violation: 10176.5, 10177(d)(g)  
Right to RRES license on terms  
and conditions.

**Ruiz, Steven Thomas (RES)**

14062 Chagall Ave., Irvine  
Effective: 4/22/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.

**Tiedeman, Paulette Renee (RES)**

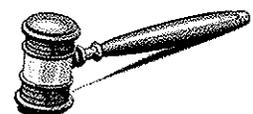
1555 Olive Tree Ln., Highland  
aka: Alva, Paulette Renee  
Effective: 5/19/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.

**Tiernan, John Patrick (RES)**

2524 Seaview Ave.,  
Corona Del Mar  
Effective: 5/6/93  
Violation: 490, 10177(a)(b)  
Right to RRES license on terms  
and conditions.

**Sacramento Region****Finke, Charlene Marie (RES)**

672 Cordelia Cir., Vacaville  
Effective: 3/22/93  
Violation: 490, 10177(b)  
Right to RRES license on terms  
and conditions.



**Graves, Nedra Jeanne (REB)**

1109 Hartnell, Redding  
 Effective: 3/18/93  
 Violation: 490, 10177(b)  
 Right to RREB license on terms and conditions.

**Ijams, Robert Kermit (REB)**

3377 Lake Tahoe Blvd., #1,  
 South Lake Tahoe  
 Effective: 5/17/93  
 Violation: 490, 10177(b)  
 Right to RREB license on terms and conditions.

**Juniper Realty (REC)**

6030 Lake Shastina Dr., Weed  
 Effective: 3/22/93  
 Violation: 2725, 2831(a),  
 2831.2, 10145(a), 10176(e)(i),  
 10177(d)  
 Right to RREC license on terms and conditions. RREC suspended for 60 days, all but 30 days stayed.

**MacLeod, Alyce Marie (REB)**

1611 Feather River Blvd, #9,  
 Oroville  
 Effective: 5/26/93  
 Violation: 2830, 2831, 2831.1,  
 2831.2, 2832, 2834, 10145,  
 10176(e), 10177(d)  
 Right to RREB license on terms and conditions.

**Richardson, Carol Anne (RES)**

15608 Mountain Ct., Weed  
 Effective: 3/22/93  
 Violation: 10176(a)(i)  
 Right to RRES license on terms and conditions.

**Richardson, Nelson W. (REB)**

6030 Lake Shastina Dr., Weed  
 Effective: 3/22/93  
 Officer of: Juniper Realty  
 Violation: 2725, 2831(a),  
 2831.2, 10145(a), 10176(e)(i),  
 10177(d)  
 Right to RREB license on terms and conditions. RREB suspended for 60 days; all but 30 days stayed.

**Spurlock, Linda Lee (RES)**

1937 San Pablo Ave., Pinole  
 Effective: 4/12/93  
 Violation: 10130, 10177(d)  
 Right to RRES license on terms and conditions.

**Wrieden, James Erik (REB)**

5727 Sunrise Blvd.,  
 Citrus Heights  
 Effective: 4/9/93  
 Violation: 2830, 2831.2, 2832.1,  
 10145, 10176(i), 10177(d)  
 Right to RREB license after 40 days of terms and conditions.

**San Diego Region****Brosnan, Timothy John (RES)**

720 Camino De La Reina,  
 San Diego  
 Effective: 3/10/93  
 Violation: 490, 10177(b)  
 Right to RRES license on terms and conditions.

**Hawkins, Jack Lyndon (REB)**

8639 Navajo Rd., San Diego  
 Effective: 4/13/93  
 Violation: 10177(h)  
 Right to RREB license on terms and conditions. RREB license suspended for 60 days.

**Robillard, Corinne Marion (REB)**

61 Via Casitas, Bonsall  
 Effective: 3/2/93  
 Violation: 490, 10177(b)  
 Right to RREB license on terms and conditions.

**San Francisco Region****Caselli, Ronald Anthony (RES)**

5 Town & Country Village, #761,  
 San Jose  
 Effective: 3/29/93  
 Violation: 490, 10177(b)  
 Right to RRES license on terms and conditions.

**Castagnolo, Charles (REB)**

4553 Ojai Loop, Union City  
 Effective: 4/5/93  
 Violation: 2830, 2831.1, 2831.2,  
 10085, 10137, 10145(a), 10146,  
 10176(e), 10177(d), 10232(f),  
 10232.25, 10240  
 Right to RRES license on terms and conditions. RRES to be suspended for 90 days.

**Castellanos, James Rudolph (REB, REO)**

430 South 4th St., San Jose  
 Effective: 5/24/93  
 Officer of: First Union  
 Investment Corp.  
 Violation: 2725(a), 2831,  
 2831.1, 2831.2, 10161.8,  
 10177(d)(g)(h)  
 Right to RREB license on terms and conditions.

**Hines, Rachael Lynn (RES)**

142 Camelia Dr., Daly City  
 Effective: 3/23/93  
 Violation: 10130, 10177(d)  
 Right to RRES license on terms and conditions.

**Lein, David Paul (RES)**

P.O. Box 7746, Santa Rosa  
 Effective: 4/27/93  
 Violation: 490, 10177(b)  
 Right to RRES license after 60 days on terms and conditions.

**Llorens, Hilda Hernandez (RES)**

2914 Irwindale Dr., San Jose  
 Effective: 5/24/93  
 Violation: 490, 10177(b)  
 Right to RRES license on terms and conditions.

**Locators Inc. (REC)**

11155 San Pablo Ave., El Cerrito  
 Effective: 4/12/93  
 Violation: 2725, 2726, 2752,  
 2831, 2831.2, 10137, 10145,  
 10161.8, 10177(d)  
 Right to RREC license on terms and conditions.

**Meckenstock, Thomas Elliott (REB)**

1402 Beringer Ct., San Jose  
 Effective: 3/9/93  
 Effective: 490, 10177(b)  
 Right to RREB license on terms and conditions.

**Morgensen, David Alan (REB)**

2105 S. Bascom Ave., Ste. 350,  
 Campbell  
 Effective: 5/24/93  
 Violation: 10159.2, 10177(g)(h)  
 Right to RREB license on terms and conditions.

**Mueller, Dora Esther (RES)**

385 Alric Dr., San Jose  
 Effective: 4/12/93  
 Violation: 490, 10177(b)  
 Right to RRES license on terms and conditions.

**Nichols, James A. (RES)**

P.O. Box 60075, Palo Alto  
 Effective: 3/3/93  
 Violation: 10176(a)  
 Right to RRES license on terms and conditions.

**Nounou, Paul Simon (RES)**

119 Valdez Ave., San Francisco  
 Effective: 3/2/93  
 Violation: 490, 10177(b)  
 Right to RRES license on terms and conditions.

**Ong, Jimmy Go (RES)**

77 Lycett Cir., Daly City  
 Effective: 3/29/93  
 Violation: 490, 10177(b)  
 Right to RRES license on terms and conditions.

**Rood, Ann P. M. (REB)**

10567 San Pablo Ave., Ste. B,  
 El Cerrito  
 Effective: 4/12/93  
 Violation: 2831, 2831.1, 2831.2  
 2832, 2834, 10145, 10176(e),  
 10177(d)  
 Right to RRES license on terms and conditions.

**Van Voorhis, Bartow White (REB)**

2270 Crane Canyon Rd.,  
 Santa Rosa  
 Effective: 3/17/93  
 Violation: 10159.5, 10177(d),  
 11018.2  
 Right to RREB license on terms and conditions.

**Wang, Steve S. J. (RES)**

1346 Platt Ave., Milpitas  
 Effective: 3/22/93  
 Violation: 490, 10177(b)  
 Right to RRES license on terms and conditions.

**Wieling, Andrew Jr. (REB, REO)**

11155 San Pablo Ave., El Cerrito  
 Effective: 4/12/93  
 Officer of: Locators Inc.  
 Violation: 2725, 2726, 2752,  
 2831, 2831.2, 10137, 10145,  
 10161.8, 10177(d)(g)(h)  
 Right to RREB license on terms and conditions.

**SUSPENDED****Fresno Region****Jaggers, Lance Alan (REB)**

1001 Needham St., Modesto  
 Effective: 4/20/93  
 Violation: 10145(a),  
 10177(d)(g)(j)  
 Suspended for 3 months.

**San Francisco Region****Kavanagh, Paty Carey (RES)**

21 Baker Ct., Petaluma  
 Effective: 4/5/93  
 Violation: 10145, 10177(d)  
 Suspended for 20 days.

**SUSPENDED WITH STAYS****Fresno Region****Carey, John Edward (REB, REO)**

2490 W. Shaw, #100, Fresno  
 Effective: 3/31/93  
 Violation: 10177(g)  
 Suspended for 30 days; stayed for 1 year on condition.

**Cavallaro, Delores Dee (RES)**

2490 W. Shaw, Ste. 100, Fresno  
 Effective: 3/31/93  
 Violation: 10177(g)  
 Suspended for 30 days; stayed for 1 year on condition.

**Los Angeles Region****Black, Jeffrey Owen (REB, REO)**

9137 Reseda Blvd., Northridge  
 Effective: 5/26/93  
 Officer of: Pinnacle Estate  
 Properties Inc.  
 Violation: 2831.2, 2834, 10177(d)  
 Suspended for 5 days; stayed on condition.

**Century 21 Nabrit Realty Inc. (REC)**

3742 West M.L. King Jr. Blvd,  
 #204, Los Angeles  
 Effective: 5/4/93  
 Violation: 10176.5, 10177(d)(g)  
 Suspended for 30 days; stayed for 1 year on terms and conditions.

**Funders Mortgage Corp of America (REC)**

1430 E. Holt Ave., Covina  
 Effective: 4/6/93  
 Violation: 2715, 2840, 10137,  
 10163, 10177(d)(k), 10240  
 Suspended for 90 days; stayed on condition.

**Nabrit, Henry Clarke Jr. (REB, REO)**  
3742 West M.L. King Jr. Blvd,  
#204, Los Angeles  
*Effective:* 5/4/93  
*Violation:* 10177(h)  
Suspended for 30 days; stayed for  
1 year on terms and conditions.

**Pinnacle Estate Properties Inc. (REC)**  
9137 Reseda Blvd., Northridge  
*Effective:* 5/26/93  
*Violation:* 2831.2, 2834,  
10177(d)  
Suspended for 5 days; stayed on  
condition.

**Wells, Gloria Gay (REB, REO)**  
5315 Marina Pacifica Dr. South,  
Long Beach  
*Effective:* 3/30/93  
*Violation:* 2725, 2731, 2831.2,  
2840, 2846, 2950(h), 10130,  
10145, 10177(d)(h)  
Suspended for 60 days; all but 30  
days stayed for 1 year on  
condition.

### Santa Ana Region

**Guerra, Joel Felix (RES)**  
23251 Los Alisos, Apt. 45,  
El Toro  
*Effective:* 3/23/93  
*Violation:* 10130, 10177(d)  
Suspended for 90 days; stayed for  
1 year on conditions.

**Harding, Tom Loren (REB)**  
24902 Mansilla St.,  
Laguna Niguel  
*Effective:* 4/1/93  
*Violation:* 10137, 10177(d)  
Suspended for 60 days; all but 30  
days stayed for 1 year on  
condition.

**Hess, Donald Jay (REB, REO)**  
900 Pacific Coast Hwy., #104,  
Huntington Beach  
*Effective:* 3/30/93  
*Violation:* 10177(f)  
Suspended for 3 1/2 years; stayed  
for 3 1/2 years on terms and  
conditions.

**Ludwig, Cindy (RES)**  
600 Pacific Coast Hwy.,  
Seal Beach  
*Effective:* 4/13/93  
*Violation:* 10177(d)  
Suspended for 30 days; stayed for  
1 year on condition.

**Vieira, Antonio Maria Gomes (REB, REO)**  
2322 N. Batavia St., Orange  
*Effective:* 3/23/93  
*Violation:* 10137  
Suspended for 90 days; stayed for  
1 year on conditions.

**Winn, Nancy E. (RES)**  
24433 Citrus Hill Rd.,  
Lake Elsinore  
*Effective:* 3/16/93  
*Violation:* 10177(g), 10177.2(d)  
Suspended for 30 days; stayed for  
1 year on condition.

### Sacramento Region

**Ross, James William (RES)**  
P.O. Box 321, Nevada City  
*Effective:* 5/17/93  
*Violation:* 10177(g)  
Suspended for 120 days; all but  
60 days stayed for 1 year on  
conditions.

**Wilson, June Evelyn (REB)**  
3198 Danville Blvd., Alamo  
*Effective:* 4/5/93  
*Violation:* 10176(a), 10177(g)  
Suspended for 30 days; stayed for  
1 year on conditions.

### San Francisco Region

**California Mortgage Financial Services Inc. (REC)**  
1910 S. Bascom Ave., Ste. 105,  
Campbell  
*Effective:* 5/4/93  
*Violation:* 2831.1, 2834, 2970,  
10085, 10137, 10163, 10176(e),  
10177(d), 10232, 10240  
Suspended for 30 days; stayed for  
1 year on condition.

**Carrico, Tim (REB)**  
1364 Haight., San Francisco  
*Effective:* 5/27/93  
*Violation:* 10177(d)(g)  
Suspended for 30 days; stayed for  
1 year on terms and conditions.

**Matusich, Richard Gary (REB)**  
2707 Union Ave., San Jose  
*Effective:* 3/29/93  
*Officer of:* Richard G. Matusich  
& Associates Inc.  
*Violation:* 2831.1, 2831.2,  
10137, 10177(d)(h)  
Suspended for 60 days; all but 15  
days stayed for 1 year on terms  
and conditions.

**Richard G. Matusich & Associates Inc. (REC)**  
2940 B Union Ave., San Jose  
*Effective:* 3/29/93  
*Violation:* 2831.1, 2831.2,  
10137, 10177(d)(h)  
Suspended for 60 days; all but 15  
days stayed for 1 year on terms  
and conditions.

**Shuttleworth, Earl Thomas (REB, REO)**  
100 Pine St., Ste. 2300,  
San Francisco  
*Effective:* 4/13/93  
*Violation:* 10177(h)  
Suspended for 30 days; stayed for  
1 year on condition.

**Woods, Robert Edward (RES)**  
1944 Assunta Way, San Jose  
*Effective:* 5/13/93  
*Violation:* 10137, 10145(c),  
10177(d)  
Suspended for 60 days; stayed for  
1 year on terms and conditions.

### PUBLIC REPROVALS

#### Los Angeles Region

**Geyer, Norma Jeanne (REB)**  
6504 Pardall, Ste. 4, Goleta  
*Effective:* 4/20/93  
*Violation:* 2831.2, 2834,  
10145(d)(1), 10145(d)(3),  
10145(d)(5), 10176(e), 10177(d)

#### Sacramento Region

**Baker, M. Jean (REB)**  
14 St. Andrews, #2,  
Valley Springs  
*Effective:* 3/10/93  
*Violation:* 10176.5

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

#### Los Angeles Region

**Duschak, Beverly Ann (RES)**  
501 W. Glenoaks Blvd., #737,  
Glendale  
*Effective:* 4/16/93

**Kelly, Edie (RES)**  
18324 Clark St., #124, Tarzana  
*Effective:* 4/30/93

**Perez, Jaime (RES)**  
6007 Allston St., Los Angeles  
*Effective:* 3/26/93

**Pond, Murray Douglas (REB)**  
38233 17th St. East, Palmdale  
*Effective:* 5/10/93

**Zagorski, Charlene (RES)**  
10531 Wedgeport, Whittier  
*Effective:* 3/2/93

#### Sacramento Region

**Hanson, David Glen (REB)**  
3327 Twin Oaks Dr., Napa  
*Effective:* 3/2/93

**Hult, Norma Louise (REB)**  
P.O. Box 491558, Redding  
*Effective:* 3/2/93

**Stuckey, Henry (REB)**  
P.O. Box 1577, El Cerrito  
*Effective:* 3/26/93

#### San Diego Region

**Carey, Barbara Hunter (REB)**  
540 25th St., San Diego  
*Effective:* 5/25/93

#### San Francisco Region

**DeLeon, Gilbert (RES)**  
4991 Rice Dr., San Jose  
*Effective:* 4/7/93

**Johnson, Earl Blair (REB)**  
1370 Bonita Ave.,  
Mountain View  
*Effective:* 5/25/93

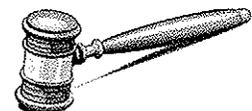
**The Noricum Corporation (REC)**  
1370 Bonita Ave.,  
Mountain View  
*Effective:* 5/25/93

**Trans-World Mortgage Corp. (REC)**  
199 California Dr., Ste. 218,  
Millbrae  
*Effective:* 5/25/93

## New Manual Broker Compliance Evaluation

The Department of Real Estate has recently completed a Broker Compliance Evaluation manual. This manual was prepared to primarily assist the real estate broker conducting residential sales in ascertaining his/her compliance with Department of Real Estate requirements. It contains many of the questions that a broker would be asked if visited by a Department of Real Estate representative. The manual was not designed to encompass all of a broker's obligations and responsibilities under the Real Estate Law but rather as one of the tools that a broker may use when reviewing his/her records and office procedures.

You may obtain a copy of the manual by forwarding a self-addressed 9x12" envelope with \$1.44 postage affixed to the Publications Section, Department of Real Estate, P.O. Box 187000, Sacramento, CA 95818-7000.



# Education And Research Section

by Thomas L. Mabry- Manager, Education and Research Section

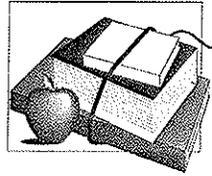
The Education and Research Section is responsible for processing Continuing Education and college equivalent pre-license course approval applications. It also oversees activities associated with research projects funded by the Department. To assist us in performing these major functions, Commissioner 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.
- Continuing Education Advisory Committee; chaired by Shirley Commons Long.

### Section Statistics

*Education and Research* — Just released is the timely research report, "Job Analysis and Examination Specifications Study". This study evaluates the currency

of the real estate licensing examinations and their relevance to present knowledge requirements and practices



in the real estate field. To obtain a copy of this report please use the order form on page 11. A complete listing/order form for a number of other DRE-funded research reports is also available from this address.

*Continuing Education* — Since approval of C/E regulations in 1978, DRE's Education and Research Section has reviewed over 6,800 course applications. Currently there are approximately 350 sponsors offering 1110 DRE-approved C/E courses on a large variety of subjects. Courses are offered in a variety of settings: classroom instruction, video, audio and correspondence.

**Education, continued on page 12**

## ISS

continued from page 2

tions. The Department will be replacing its out-dated in-house Tandem computer with a more modern Database Server either through the Teale Data Center or a private provider. The installation of this improved technology will provide a flexible development system that will allow DRE to deliver a higher level of service to its users by implementing many new products. Two possible products are Electronic Testing and On-line Masterfile Imaging.

**Electronic Testing FSR** - ISS has also completed a Feasibility Study Report on Electronic Testing: the use of electronic screens and on-line scoring for conducting the real estate sales and broker examinations. The study recommends the Department implement some form of electronic testing as an enhancement of the examination process.

**Imaging Pilot Project** - Another pilot project currently being planned by ISS and the Advanced Technology Laboratory at the Teale Data Center will test the feasibility of moving Masterfile document image processing from a microfiche storage technology to on-line processing. The pilot is scheduled to be completed by the fourth quarter of this fiscal year and will result in the production of a Feasibility Study Report that may lead to installation of the new storage system.

The past year has been very productive in not only improving the efficiency of DRE staff and increasing the level of service to the public and the real estate industry but also in setting the course for future information processing at DRE.



# Legal Section

by Robin Wilson, Chief Legal Officer

With two exceptions, overall Legal Section productivity was slightly up in fiscal year 1992-93. The exceptions were in the number of formal cases filed based on criminal convictions and the number of orders of license denial based on criminal convictions. The latter decrease is directly attributable to a decrease in the number of new license applications filed. In the former category (cases filed based on criminal convictions), there was over a 50% decrease in the number of actions filed. The reason for the decrease is not so clear, although part of the answer is also found in the decrease of new license applicants.

In all other areas of legal activity there was an increase in the number of formal cases filed and orders issued. Based on the number of new cases we received from the

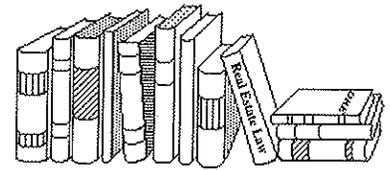
Enforcement Section this fiscal year, and the ongoing accumulated backlog, the Legal Section should be able to sustain the same productivity level next year. This fiscal year, we received 1,263 investigative files from the Enforcement Section recommending some kind of formal legal action by the Department. We filed 301 accusations initiating disciplinary actions to suspend or revoke licenses, and we filed 288 statements of issues to deny applications for licensure. As a result of the disciplinary actions prosecuted by the Legal Section, 587 licenses were revoked, 135 licenses were suspended, and 200 license applications were denied.



**LEGAL SECTION STATISTICS 1992-93**

Activity	Cases Referred	Cases Filed	Orders Issued
Raps (criminal history)	463	288	
Accusation Cases	328	301	
Desist & Refrain Cases	221	166	166
Petitions for Reinstatement	251	244	n/a
License Revocations			587
License Suspensions			135
Dismissals ( <i>accusations or statements of issues</i> )			56
Public Reprovals			9
License Denials			189
Totals	1263	999	1142

# Real Estate Publications



- To order one or more of DRE's publications, photocopy or remove this page from your *Bulletin*. Complete and submit all information requested.
- Prices are subject to change.
- Orders originating in California must include the sales tax. Requests and fees will be returned if the appropriate sales tax is not included.
- Orders received with incorrect amounts will be returned.
- Volume discounts are available. Contact DRE prior to ordering.
- Please **do not** send cash. **Make check or money order payable to:** Department of Real Estate

- **Mail To:**  
Department of Real Estate, Book Orders,  
P. O. Box 187006, Sacramento, CA 95818-7006
- Allow 4-6 weeks for delivery.
- DRE cannot accept returns or make refunds.
- The **Cumulative Supplement** to the 1991 Law Book is automatically included with the purchase of a Law Book. When purchased separately it costs \$2.00.

DRE	RE#	Title of Publication, Brochure, Report or Video	Cost	Quantity	Your Cost
	1	1989-90 Reference Book	\$15.00		
	2	1991 Real Estate Law Book	\$15.00		
	3	Supplement to 1991 Real Estate Law Book ( <i>Free with purchase of Law Book</i> )	\$2.00		
	4	Instructions to License Applicants ( <i>brochure</i> )	<i>free</i>		
	6	Disclosures in Real Property Transactions ( <i>1993; booklet</i> )	\$2.00		
	14	Mortgage Financing for the Elderly ( <i>1990; report</i> )	\$9.00		
	15	Fixed Rate/Adjustable Rate Mortgages: Availability and ... Preferences ( <i>1990; report</i> )	\$9.00		
	16	Study of the Future Outlook of California Common Interest Developments ( <i>1991; report</i> )	\$9.00		
	17	Feasibility of a State Sponsored Mortgage Insurance Program for Low and Moderate Income Home buyers ( <i>1992; report</i> )	\$9.00		
	20	Evaluating the Availability of Mortgage Credit in the Inner-Cities ( <i>1992</i> )	\$9.00		
	21	Job Analysis and Examination Specifications ( <i>1993; report</i> )	\$9.00		
	28	Supervision of the Real Estate Office ( <i>1987; video</i> )	\$25.00		
	29	Trust Funds ( <i>1987; video</i> )	\$25.00		
	31	An Assessment of Foreign Investment in California Real Estate ( <i>1991; report</i> )	\$9.00		
	32	Compliance with the Real Estate Transfer Disclosure Law ( <i>1988; video</i> )	\$25.00		
	33	Agency Disclosures in Residential Real Estate Transactions ( <i>1988; video</i> )	\$25.00		
	35	Trust Deed Investments — What You Should Know ( <i>brochure</i> ) and	\$2.00		
	35A	Using the Services of a Mortgage Broker ( <i>brochure</i> ) (35 & 35A are a set)	<i>per set</i>		
	37	Reserve Study Guidelines for Homeowner Association Budgets ( <i>1990; report</i> )	\$9.00		
	39	Common Interest Development Brochure ( <i>brochure</i> )	<i>free</i>		
	40	Study of Home Equity Lending by Mortgage Loan Brokers ( <i>1989; report</i> )	\$9.00		
	41	The Effects of California's Residential R.E. Transfer Disclosure Requirements ( <i>1989; report</i> )	\$9.00		
	42	Study of Use of Computers by R.E. Licensees for Mortgage Loan Services ( <i>1989; report</i> )	\$9.00		
	43	A Review of Secondary Mortgage Market Activities ( <i>1990; report</i> )	\$9.00		
	44	Role of Licensees in Assisting First-Time Buyers: What Can Be Done? ( <i>1991; report</i> )	\$9.00		
	45	The Need for Specialized Licensure and Education of Non-Residential Real Estate Licensees ( <i>1991; report</i> )	\$9.00		
	46	The Impacts of Tax Reform on Real Estate Investment in California ( <i>1991; report</i> )	\$9.00		
	47	Understanding the Affordability Issue: California Real Estate ( <i>1992; report</i> )	\$9.00		

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

# Financial Statement

by Bob Sharp, Fiscal Officer

## Operating Results

Fiscal year (92-93) operations resulted in a loss of \$4,501,316. Except for renewals, volumes for all major revenue items were down for the second consecutive year. Also, expenditures were again substantially reduced.

### Revenue:

Examinations	\$ 1,586,538	
Licensing	\$ 12,542,291	
Subdivisions	\$ 4,111,125	
Other*	\$ 1,565,848	
Total Revenue		\$ 19,805,802

### Expenditures:

Personnel	\$ 16,678,947	
Facilities	\$ 5,809,324	
Special Items**	\$ 2,508,256	
Reimbursements	\$ <689,409>	
Total Expenses		\$ 24,307,118

Net Result: \$ <4,501,316>

\* Miscellaneous fees, fines, interest, sale of books.

\*\* Recovery claims, Education & Research projects and grants, court costs and Budget Act transfers.

### Expenditure Comparison

Actual	Actual	Anticipated
FY 91-92	92-93	93-94
\$27,732,373	\$24,307,118	\$25,552,000

### Reserves

The Department's reserves have continued to decline due to operating losses and a \$3,762,274 transfer to the General Fund. Special Fund agencies were required by the 1992-93 Budget Act

to transfer interest, 5% salary expenses, and 10% of overall expenditures to the General Fund.

### Reserves Comparison (rounded off)

Actual	Actual	Anticipated
FY 91-92	92-93	93-94
\$11,330,000	\$4,239,000	\$4,082,000

## Education & Research

continued from page 10

*Pre-License Courses* — Currently there are approximately 162 private vocational schools offering over 565 DRE-approved pre-license (college equivalent) courses.

### Future Activities

It is projected that in fiscal year 1993-94 the Department will be evaluating:

- Possible implementation of procedures for Sponsors, rather than licensees at the time of their renewal, providing data relating to Continuing Education credits earned by licensees;
- Pending passage of enabling legislation:
  - ✓ Implementation of 3-hour "Trust Fund Accounting and Handling" and 3-hour "Fair Housing" Continuing Education course requirements;
  - ✓ Development of a new elective, pre-license, college-level course on the subject of "Mortgage Loan Brokering and Lending."

### Official Publication

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

SECOND  
CLASS