

REAL ESTATE BULLETIN

PETE WILSON, *Governor*

JOHN R. LIBERATOR, *Interim Real Estate Commissioner*

Fall 1994



Commissioner's Message

After successfully serving the people of the State of California as Real Estate Commissioner for three years, on July 15 Clark Wallace left state service to pursue other endeavors. Clark achieved many accomplishments during his term as Real Estate Commissioner and his presence will truly be missed. Until such time as a new Commissioner is appointed, I will be serving as Interim Commissioner in addition to my normal responsibilities as Chief Deputy Commissioner. I previously served as Interim Commissioner in 1991 and look forward to once again working with the public and the industry in this capacity.

You will note that this issue of the *Real Estate Bulletin* contains the Department of Real Estate's third annual report. Instead of the normal collection of articles, this issue presents reports from the Department's Program Managers and Section Leaders with respect to their activities during fiscal year 1993-94 (July 1, 1993 thru June 30, 1994). I trust this information will be of interest to you and will enhance your understanding of the Department's operations. As always, we solicit your comments and constructive input.

John Liberator
Interim Commissioner

Licensing Section

by William E. Moran, Managing Deputy Commissioner IV

The Licensing Section is responsible for the issuance of real estate licenses. Its workload has an immediate relationship to cycles in the real estate industry. In this regard, fiscal year (FY) 1993-94 reflected 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 6%, and the number of broker examinations declined by 17%. The issuance of new salesperson licenses declined by 8%, while the issuance of new broker licenses declined 13%. The decline is much more dramatic if the aforementioned numbers are compared with examinations administered and licenses issued five years ago. When FY 1993-94 is compared with FY 1989-90, the number of salesperson examinations have declined by 54% and the number of broker examinations have declined by 40%. When this comparison is

made with respect to licenses issued, the number of salesperson licenses issued has declined by 56% and the number of broker licenses has declined by 29%.

With respect to license renewals, the total broker renewals increased by 19% over last fiscal year and salesperson renewals increased by 20%. However, these numbers are deceiving because the number of licensees up for renewal in FY 1993-94 was 20% higher than those up for renewal in FY 1992-93. In the upcoming year, the number of potential license renewals will begin to decline.

At the end of FY 1993-94, the licensee population totaled 352,963, which included 114,218 brokers and 238,745 salespersons. The total number of licensees at the end of FY 1992-93 was 371,132, which included 115,974 brokers and 255,158 salespersons.

Continued on page 11

Enforcement

by Betty Ludeman, Assistant Commissioner, Enforcement

In fiscal year 1993-94 the Enforcement Section participated in:

- Revision of the broker and sales renewal applications to inquire about federal convictions.
- A proposal to add a mandatory pre-license course in trust fund handling for broker applicants. This was not successful. However, AB 1902 requires all licensees to take a continuing education course in trust fund handling.
- Development and implementation of a Lender Complaint Form, designed for fraud complaints from institutional lenders. There has been a substantial increase in these types of complaints and the Lender Complaint Form has assisted lenders in filing the complaints and DRE in reviewing and processing them.
- Evaluation of the feasibility of accessing court records through the state computerized data base system. At this time, we are working with a vendor to install the system in all our district offices. This will allow investigative staff to have ready access to most of the court record systems in California.

Enforcement Statistics FY 1993-94

8,850	Complaints Received and Screened
4,212	Complaints Assigned for Investigation
2,659	Complaints Closed - No discipline recommended
1,309	Complaints Referred for Disciplinary Action
74	Corrective Action Letters Issued



REAL ESTATE BULLETIN

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STATE OF CALIFORNIA

PETE WILSON, *Governor*

BUSINESS, TRANSPORTATION AND HOUSING AGENCY
DEAN R. DUNPHY, *Secretary*

DEPARTMENT OF REAL ESTATE
JOHN R. LIBERATOR, *Interim Real Estate Commissioner*

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2201 Broadway, P.O. Box 187000, Sacramento, 95818-7000
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Mortgage Loan Activities (916) 227-0770

LICENSING NUMBERS

General Licensing Information (916) 227-0931
Broker Examinations (916) 227-0899
Salesperson Examinations (916) 227-0900
Original Licensing (sales/brokers) (916) 227-0904
TDD for the hearing impaired only (916) 227-0929

John R. Liberator, *Chief Deputy Commissioner*

Daniel M. Garrett, *Assistant Commissioner, Legislation and Public Information Services*

Thomas R. Hensley, *Assistant Commissioner, Subdivisions*

Fa-Chi Lin, *Chief Auditor*

Betty R. Ludeman, *Assistant Commissioner, Enforcement*

Edward F. Quinteros, Jr., *Asst. Commissioner, Administrative Services*

Robin T. Wilson, *Chief Legal Officer*

Pablo Wong, *Industry/Consumer Liaison*

William E. Moran, *Managing Deputy Commissioner IV, Licensing, Exams & Education*

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Harold E. McDonald, *Deputy Commissioner III, Publications Deputy*

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Consumer Information (916) 227-0813
Margret Stroh, *Managing Deputy Commissioner III*

Legal Section

by Robin Wilson, *Chief Counsel*

The Legal Section is primarily responsible for administratively prosecuting violations of the Real Estate Law (Section 10000, et seq., of the Business and Professions Code) and the Subdivided Lands Law (Section 11000, et seq., of the Business and Professions Code). Its main focus for fiscal year 1993-94 was to try to keep up with the cases being referred for disciplinary action by the Enforcement Section. During this fiscal year, 1,309 cases were sent to the Legal Section for some kind of formal action. This is a 4% increase from the prior year. The attorneys in the Legal Section were not only able to respond to the greater demand for services, but increased the number of formal filings by 23% and the number of formal orders (suspensions, revocations, etc.) being issued by 21% over the prior fiscal year. In fact, 1993-94 was the first time in many years that the Legal Section was able to generally keep up with its incoming workload.

The ability of the Legal Section to enhance its level of productivity in spite of higher per attorney caseloads is primarily due to the stability of the Legal Section work force and the resultant increased level of attorney experience.

Among other achievements of the Legal Section in fiscal year 1993-94 was the completion of several objectives in the Long Range Plan for the Department. This included completing an analysis of appropriate attorney caseloads; an analysis of the need to standardize the processing of paper work within each office in the section; and the development of an attorney training manual.

The ability of the Legal Section to maintain its morale in difficult fiscal times and at the same time to seek ways to better serve the Department is a reflection of its dedication and professionalism. 🏠

Legal Section Statistics 1993-94

<i>Activity</i>	<i>Cases Referred</i>	<i>Cases Filed</i>	<i>Orders Issued</i>
Raps (Criminal Activity)	484	452	—
Accusation Cases	479	358	—
Desist and Refrain Cases	98	148*	148
Reinstatement	248	271*	271
Petitions for Reconsideration of License Revocations	—	—	562
License Suspensions	—	—	146
Dismissals	—	—	54
Public Repevals	—	—	7
License Denials	—	—	192
TOTALS	1,309	1,229	1,380

* Includes carry-over inventory.

Real Estate Advisory Commission

James P. Antt, Jr.
Shirley E. Commons Long
Kathleen M. Connell
Michael Corney
H. Edward Heron
Walter Muir
Guy Puccio
Evelyn A. Reeves
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DRE Information Processing

by Ladson I. Geddings, Information Systems Manager

Because of the need to replace the Department's obsolete mainframe processor, the Information Systems Section (ISS) has methodically studied various alternatives, conducted required analyses and discussed technical concerns with experts in the various information technology fields. The result is an Implementation Plan for an Enterprise Information System (EIS). EIS will feature the conversion and integration of DRE's data bases to state of the art equipment using the computer services of the State's Stephen P. Teale Data Center. The implementation of EIS will lead to an extensive expansion of the Department's telecommunications network and will provide faster local- and wide-area network service for support of an increased number of personal computer workstations. The DRE's control agencies have reviewed and approved the necessary documentation and given DRE the green light to proceed with the project.

Other Projects

ISS continues to review and apply new opportunities in technology. For example, please note the addition of bar coding to the address section of this *Real Estate Bulletin*. ISS has implemented a bar code scanning process for returned undeliverable *Bulletins* to assist in controlling mailing costs and to help ensure the reliability of mailing addresses. Another scanning enhancement

also in the works is DRE's use of marked sensing forms (so called "bubble forms") as part of the renewal process. In August, new Continuing Education Course Verification forms will be mailed to selected renewal applicants. If the test is successful, DRE will integrate the forms and scanning into its standard processes.

ISS has recently completed an imaging pilot project. The pilot was conducted to test the merits of providing DRE staff immediate access to the licensing master file documents via a desktop computer network. DRE is scheduled to produce an imaging feasibility study once the EIS is operational.

In October, an interactive voice response (IVR) system for examinations becomes operational. Examinees will be able to use the telephone to contact the Department, query DRE's computer system directly via touch-tone telephone and receive responses via voice communications. This IVR system will establish a base from which DRE will build future IVR applications, such as licensing information responses, etc.

The installation of this improved technology will enable DRE to deliver a higher level of service to the consumer and industry through efficient and effective information technology. 🏠

DRE Outreach Activities Report

by Pablo Wong, Industry and Consumer Liaison

The DRE's Outreach Program continues to operate under the guidance of the Department's Industry and Consumer Liaison (ICL). In FY 1993-94 the Department offered seminars, participated in home buyers and sellers fairs, and was involved in other activities in an effort to keep both the public and the licensee populations better informed and educated.

In the area of Consumer Outreach, the DRE participated in home buyers and sellers fairs in Oakland, Fresno, San Diego and Santa Ana. The Department also translated some of its consumer brochures to Spanish and Chinese. Also, the ICL maintained liaison with non-English newspapers and electronic media and continued to meet with different consumer and community groups to discuss their issues and concerns.

As part of the DRE's Industry Outreach and Education effort, seminars titled "How to Operate a Licensed Real Estate Business in Compliance with the Real Estate Law" were offered in Carlsbad, Walnut Creek and Riverside. In previous years, this seminar was successfully presented in eight other cities throughout California.

Through the Outreach Program, the DRE continues its efforts to improve communication with both the industry and the consumer. 🏠

Mortgage Lending Activities

by Larry Smith, Manager, Mortgage Lending Activities Section

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 1993-94, approximately 2,200 advertisements were submitted.
- Advance Fees – review proposed contracts of brokers who collect fees from principals in advance of performing the function or act agreed upon. One hundred twenty proposed advance fee contracts were reviewed last year.
- "Threshold" Brokers – monitor 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 550 brokers in the threshold category. This reduced number is believed to be attributable to legislation effective January 1993 that increased the lender exemptions to the threshold criteria.
- Mortgage Lending Reports – specified lenders provide information as to their lending activity to the Department. The purpose is to determine any discriminatory practices.
- *Mortgage Loan Bulletin* – an annual, mortgage broker-oriented publication. Its purpose is to keep brokers up-to-date on current legal requirements.

The combined Mortgage Loan Disclosure Statement/Good Faith Estimate (RE 883) became available in 1994 along with the revised Mortgage Loan Disclosure Statement-Borrower (RE 882). Each disclosure form is meant to cover most real estate loan transactions where such disclosures are required.

These forms were developed in cooperation with industry representatives and are a welcome reduction in government required paperwork. 🏠

Education & Research Section

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

The Education and Research Section is responsible for processing and approving course applications for all continuing education (CE) offerings and for pre-license courses offered by private vocational schools. The Education Sections also oversees research projects funded by the Department through its Education and Research Account.

Section Statistics

Education and Research — The Department provides partial funding support for the Real Estate Centers at both the Berkeley and Los Angeles campuses of the University of California. This funding assists the Centers in providing real estate research, educational programs and library facilities which benefit the overall real estate industry and students pursuing careers in real estate. Department financial aid is also provided to the University of California through an endowment which supports real estate chairs at UC Berkeley and UCLA.

Continuing Education — Since approval of CE regulations in 1978, DRE's Education and Research Section has re-

viewed over 7,300 course applications. Currently, there are approximately 336 sponsors offering 1,004 DRE-approved CE courses on a large variety of subjects. Courses are available through classroom instruction, video, audio and correspondence.

Pre-License Courses — Currently, there are approximately 154 private vocational schools offering over 582 pre-license (college equivalent) courses.

Future Activities

In fiscal year 1994-95 the Department will be evaluating:

- Development of procedures for sponsors to directly provide data relating to CE credits earned by licensees;
- Simplification of the educational course application process; and,
- Education and Research funding priorities. 🏠

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.

Projects Accomplished — FY 1993-94

Property Management Audit Program — As a part of the Department's Long Range Plan, the Audit Program is in the process of standardizing its policies and procedures. To assist with this goal, a new Property Management Audit Program with related working papers has been developed. This standardized program will ensure more thorough and uniform examinations of property management brokers.

Threshold Report Reviewing Manual — The Audit Program also completed a new manual which standardizes review procedures for the reports filed by "threshold" mortgage loan brokers. A new sample Trust Account Review Report has been developed and distributed to all threshold brokers to assist them in preparing the required reports.

Computerized Audit Statistical Database — By utilizing personal computers and existing software, the Audit Program has developed an Audit Time Analysis Report and an Audit Resources Analysis Report to provide management information to further enhance the efficiency of the audit effort.

Goals — FY 1994-95

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

- revising the Audit Staff Manual;
- standardizing audit review procedures;
- standardizing and computerizing audit reports. 🏠

Legislation & Public Information

by Dan Garrett, Manager, Legislation & Public Information

Fiscal year 1993-94 saw a major improvement in the Department's publications program by the pre-press production of the *Real Estate Law* book entirely in-house. By using our personal computers and a high-resolution printer, the publications staff was able to save the time and expense of key entry and proofing. This new system also has the benefit of producing the book much earlier in the year than was previously possible and may allow the issuance of an entirely new edition each year as an alternative to a supplement.

The benefits of these new methods will continue into the new year for other DRE publications. 🏠

Audit Statistics — Fiscal Year 1993-94

Audits Performed	1123	
Audit Results		
• Major Violations	468	42%
• Corrective Action Letters	121	11%
• Minor or No Violations	534	47%
Audits Found With Trust Fund Shortages	259	23%
Total Amount of Trust Fund Shortages		\$5,542,891
Shortages Cured During or Soon After the Audit	88	\$1,127,702

DISCIPLINARY ACTION — MARCH 1994 TO MAY 1994



- ✓ A list of actions is not published in this *Bulletin* until the 30-day period allowed for court appeal has expired, or if an appeal is taken and the disciplinary action is stayed, until the stay is dissolved. Names of persons to whom licenses are denied on application are not published.
- ✓ Licensees are listed alphabetically by the District Office region of responsibility.
- ✓ The license type is listed in parentheses after the licensee's name. [REB – Real estate broker; RREB – Restricted real estate broker; RES – Real estate salesperson; RRES – Restricted real estate salesperson; PRLS – Prepaid rental listing service; RPRLS – Restricted prepaid rental listing service; REO – Real estate officer; REC – Real estate corporation]
- ✓ The following are brief summaries of the numerical code sections listed. The full text of the various sections is found in the Business and Professions Code and the Regulations of the Real Estate Commissioner, both of which are printed in the *Real Estate Law* book. The *Real Estate Law* book is available for purchase from the Department of Real Estate.

Commissioner's Regulations

2715	Broker's failure to maintain current address with DRE	10177(g)	Negligence or incompetence as licensee
2725	Failure of broker to review and initial agreements	10177(h)	Failure to supervise salespersons or corporation
2725(c)	Failure of broker to review escrow/closing statement in broker-operated escrow	10177(j)	Fraud or dishonest dealing not in licensed capacity
2726	Failure to have broker-salesperson agreements	10177(k)	Violation of restricted license condition
2731	Unauthorized use of fictitious business name	10177.5	Civil fraud judgment based on licensed acts
2731(a)	Failure to obtain dba license	10234	Failure of broker to record trust deed in loan transaction or to cause recorded assignment of trust deed in sale of note secured by trust deed
2752	Broker's failure to notify DRE of new salesperson	10238.3	Failure to obtain real property securities permit
2785(a)(17)	Failure to disclose direct/indirect interest to seller	10240	Failure to give mortgage loan disclosure statement
2830	Failure to maintain trust fund account	11012	Material change in subdivision without notice
2831	Inadequate trust fund records	11018.2	Sale of subdivision lots without a public report
2831.1	Inadequate trust fund records		
2831.2	Inadequate trust fund records		
2832	Failure to comply with specific 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		
2840	Failure to give borrower disclosure		
2905	Failure to deliver pest control documentation		
2950(h)	Failure of broker to advise all parties of licensee's interest in agency holding escrow		
2951	Record keeping requirements for broker handled escrows		
2970	Misleading advance fee advertising material		
2972	Incomplete advance fee accountings		

Business & Professions Code

475	Grounds for denial of a license
480(c)	Denial of license on grounds of false statement in license application
490	Relationship of conviction of licensed activity
498	License obtained by fraud, deceit or misrepresentation/omitting a material fact
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
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 corporation
10159.5	Failure to obtain license with fictitious business name
10161.8	Failure of broker to notify Commissioner of salesperson employment
10162	Failure to maintain a place of business
10163	Failure to obtain a branch office license
10165	Covers various violations
10176(a)	Making any substantial misrepresentation
10176(b)	Making false promise
10176(c)	Course of misrepresentations through salespersons
10176(e)	Commingling trust funds
10176(i)	Fraud or dishonest dealing in licensed capacity
10177(a)	Procuring a real estate license by misrepresentation or material false statement
10177(b)	Conviction of crime
10177(d)	Violation of real estate law or regulations
10177(f)	Conduct that would have warranted denial of a license

LICENSES REVOKED

Fresno Region

Brabo, Richard Otto (RES)

472 #C Sander Cook St.,
San Luis Obispo
Effective: 4/14/94
Violation: 490, 10177(b)

Jones, Terry W. (RES)

2924 N. Boyd, Fresno
Effective: 4/19/94
Violation: 490, 10177(b)

Julian, William P (REB)

2111 Geer Rd., Ste. 301, Turlock
Effective: 5/26/94
Violation: 2830, 2831, 2831.1,
2832, 10145, 10176(a)(i),
10177(d)

Leer, Hans Johannus (RES)

875 E Canal, Ste. 1, Turlock
Effective: 3/14/94
Violation: 490, 10177(b)

Nichols, Jon Olin (RES)

2644 N Moron, Apt. B, Fresno
Effective: 3/31/94
Violation: 490, 10177(b)

Quinonez, Rolando (RES)

1029 McHenry Ave., Modesto
Effective: 4/6/94
Violation: 490, 10177(b)

Rogers, Velton David (REB)

500 Standiford Ave., Modesto
Effective: 3/14/94
Violation: 2725, 2726, 2731,
2830, 2831, 2831.1, 2831.2, 2834,
10137, 10145, 10176(a)(b)(i),
10177(d)(g)(h)(j), 10232.4,
10232.5

Los Angeles Region

Ahn, John (REB)

1136 Flanders Rd,
La Canada-Flintridge
Effective: 5/3/94
Violation: 2731(a), 2785(a)(17),
2831, 2831.1, 10080, 10176(a)(i),
10177(d)(j)

Bordenave, Shwannah Maria (RES)

5855 Greenvally Cr., #206,
Culver City
Effective: 3/1/94
Violation: 10176(i), 10177(j),
10177.5

Camelot Funding, Inc. (REC)

15315 Magnolia Blvd., #416,
Sherman Oaks
Effective: 4/12/94
Violation: 10145, 10177(d)(h)

Diaz, Jose Luis (REB)

8041 E Florence Ave., #206,
Downey
Effective: 4/12/94
Violation: 2725(c), 2726, 2752,
2830, 2831, 2831.1, 2831.2,
2832.1, 2834, 10145, 10161.8,
10177(d)(h)

Domino, Sindy R (RES)

P.O. Box 814, Hollywood
Effective: 3/16/94
Violation: 490, 10177(b)

Elsom, Mary Margaret (REB)

3665 Linden Ave., #239,
Long Beach
Effective: 4/14/94
Violation: 490, 10177(b)

George Realty Property Management, Inc. (REC)

829 S. San Gabriel Blvd.,
San Gabriel
Effective: 4/21/94
Violation: 2830, 2831.2,
10145(a), 10177(d)



- Harbin, Pierre Andre (REB)**
5000 Don Pio Dr.,
Woodland Hills
Effective: 4/14/94
Violation: 490, 10177(b)
- Harper, Kenny Wayne (RES)**
4265 Marina City Dr., #417,
Marina Del Rey
Effective: 3/29/94
Violation: 490, 498, 10177(a)(b)
- Hassan-Ashtiany, Nayerch (RES)**
7814 Chimineas Ave., Reseda
Effective: 3/24/94
Violation: 10130, 10176(i),
10177(d)(f)(j)
- Izquierdo, Orlando Aldo (RES)**
P.O. Box 57397, Los Angeles
Effective: 5/3/94
Violation: 490, 10177(b)
- Landecker, David John (REB)**
324 Palm Ave, Santa Barbara
Effective: 4/11/94
Violation: 490, 10177(b)
- Lee, Tim Seung Hoon (RES)**
141 N Kenwood St., #23,
Glendale
Effective: 5/3/94
Violation: 475, 498, 10177(a)
- Li, Ringo Ning Hung (RES)**
8528 Hargis St., Los Angeles
Effective: 5/17/94
Violation: 490, 10177(b)
- Llorico, James Jerome (RES)**
506 N Berendo, #1, Los Angeles
Effective: 4/14/94
Violation: 490, 10177(b)
- Lopez, Jose (RES)**
533 W. Monterey Ave., Pomona
Effective: 5/19/94
Violation: 490, 10177(b)
- Mungia, Maria Angelica (RES)**
2033 Virginia Ave., #C,
Santa Monica
Effective: 4/12/94
Violation: 480(c), 490,
10177(a)(b)
- Mutual T D Funds Inc. (REC)**
1412 E Valley Blvd., Alhambra
Effective: 3/22/94
Violation: 10177(f)
- Nash Services, Inc. (REC)**
280 N. Westlake Blvd., Ste. 110,
Westlake Village
Effective: 5/24/94
Violation: 10137, 10176(e)(i),
10177(d)(j)
- Optimum Security Investments Inc. (REC)**
5100 Goldleaf Cir., #203,
Los Angeles
Effective: 3/22/94
Violation: 2831, 2831.1, 2831.2,
10177(d)(g), 10232(f), 10240
- Professional Mortgage Banker (REC)**
4201 Wilshire Blvd., #515,
Los Angeles
Effective: 3/29/94
Violation: 10177(f)
- Rivas, Edgar Alberto (RES)**
16142 Castile Dr., Whittier
Effective: 3/1/94
Violation: 498, 10177(a)
- Roberson, Winfred (REB)**
931 Northwood Ave., Compton
Effective: 3/3/94
Violation: 490, 10177(b)
- Rotschild, Ariela (RES)**
5918 Zelzah Ave., Encino
Effective: 5/31/94
Violation: 490, 10177(b)
- Tyler, Donald Roy (RES)**
507 Del Monte St., Pasadena
Effective: 4/14/94
Violation: 10177(k)
- Westwood Real Estate & Loan Center Inc. (REC)**
1437 Westwood Blvd., Los Angeles
Effective: 3/24/94
Violation: 2830, 2840, 10130,
10137, 10145, 10176(i),
10177(d)(f)(j), 10240
- Your Mortgage Connection (REC)**
5000 N. Pkwy Calabasas, Ste. 305,
Calabasas
Effective: 5/24/94
Violation: 480(c), 10177(a)(f)
- Zee, Anna Rachel (RES)**
2533 Crestline Terrace, Alhambra
Effective: 4/14/94
Violation: 490, 10177(b)
-
- Santa Ana Region**
- Costa, Lorraine Lynn (RES)**
936 West 18th, #B-2, Costa Mesa
Effective: 3/29/94
Violation: 490, 10177(b)
- Gennaway, Michael Thomas (RES)**
9791 Daron Dr., Villa Park
Effective: 4/5/94
Violation: 498, 10177(a)
- Grover, Meenakshi (RES)**
2881 Niguel Vista, Laguna Niguel
Effective: 4/13/94
Violation: 490, 10177(b)
- Lafevers, Kendall Dean (RES)**
c/o 982 Center St., Riverside
Effective: 3/3/94
Violation: 490, 10177(b)
- Le, Anh T. (RES)**
8921 Channing Ave., Westminster
Effective: 3/29/94
Violation: 498, 10177(a)
- Mojave Financial Services, Inc. (REC)**
15431 Anacapa Rd, #16,
Victorville
Effective: 4/7/94
Violation: 2715, 2832.1, 10145,
10177(d)
- Pohren, Clifford George (REB)**
442 W Highland Ave.,
San Bernardino
Effective: 4/12/94
Violation: 10177(j)
- Runsvold, Neal Eugene (REB)**
2201 E Blanchard Ave., Anaheim
Effective: 3/21/94
Violation: 490, 10177(b)
- Stablein, Gary Arthur (RES)**
9839 La Amapola Ave.,
Fountain Valley
Effective: 3/31/94
Violation: 490, 10177(b)
- Stratton, Donald Tracy (RES)**
1105 N. Coast Hwy.,
Laguna Beach
Effective: 5/20/94
Violation: 10177(f)(j)
- T V I C Inc. (REC)**
20422 Beach Blvd., Ste. 200,
Huntington Beach
Effective: 3/22/94
Violation: 10137, 10165,
10177(f)
- Torres, Falinda Kay (RES)**
10891 Fenton Rd., Moreno Valley
Effective: 4/5/94
Violation: 10145(c), 10176(e),
10177(d)
-
- Sacramento Region**
- Bartle, Antoinette Joan (REB)**
801 Sierra Vista Way, Yreka
Effective: 4/13/94
Violation: 2731, 2752, 2831,
2831.2, 2832.1, 2951, 10137,
10159.5, 10161.8, 10177(d)(h)
- Bell, Kenneth Thomas (RRES)**
P.O. Box 38, Orangevale
Effective: 4/7/94
Violation: 10177(j)
- Coppedge, Steven Grant (RES)**
P.O. Box 229, Orangevale
Effective: 4/13/94
Violation: 490, 10177(b)
- Doherty, Leo Paul (RES)**
20701 Sigma Dr., Cottonwood
Effective: 4/4/94
Violation: 490, 10177(b)
- Duong, Phan Quang (RES)**
6200 Laguna Wind Dr.,
Elk Grove
Effective: 4/4/94
Violation: 490, 10177(b)
- Frets, Barton D. (RES)**
1343 Hull Ln., Martinez
Effective: 5/4/94
Violation: 10177(j)
- Gonzalez, Marcelino M. (RES)**
4281 Blackford Way, Sacramento
Effective: 3/24/94
Violation: 480(c), 498, 10177(a)
- Hanagan, Thomas Walter (RES)**
P.O. Box 1914, Sacramento
Effective: 5/26/94
Violation: 490, 10177(b)
- Kenyon, Gary Kennedy (REB)**
2780 Olive Hwy., Oroville
Effective: 4/19/94
Violation: 490, 10177(b)
- Kilmer & Associates Inc. (REC)**
666 Kentucky St., Ste. A,
Fairfield
Effective: 5/9/94
Violation: 2830, 2831, 2831.1,
2831.2, 2832.1, 10145, 10177(d)
- MTS Financial Corporation (REC)**
6929 Sunrise Blvd., #202,
Citrus Heights
Effective: 4/13/94
Violation: 2831.1, 2834, 10086,
10146, 10177(d)(h)
- Paul, Bryant Mitchell (REB, REO)**
5918 Sirl Way, Orangevale
Effective: 4/13/94
Violation: 2831.1, 2834, 10086,
10146, 10177(d)(h)
Officer of: MTS Financial Corp.
- Realtech Financial Corp. (REC)**
1800 Sutter St., Ste. 260, Concord
Effective: 3/31/94
Violation: 2830, 2831.1, 2831.2,
2832.1, 2834, 10130, 10131,
10137, 10145, 10177(d), 10232.2,
10240
- Senjo, Robert (REB)**
1800 Sutter St., Ste. 260, Concord
Effective: 3/31/94
Violation: 490, 10177(b)
- Sloan, Conrad K. (RES)**
4845 Bridal Veil Ct., Sacramento
Effective: 4/4/94
Violation: 490, 10177(b)
-
- San Diego Region**
- Houk, Sharon M. (RES)**
11137 Susita Terrace, San Diego
Effective: 5/24/94
Violation: 498, 10177(a)
- Konior, Kathleen Marie (RES)**
201 Avenida Cortez, La Jolla
Effective: 3/16/94
Violation: 490, 10177(b)
- Maloy, C. S. (REB)**
350 Camino Parque, Oceanside
Effective: 3/16/94
Violation: 10177(j)
- Mawlawi, Rafat J. (RES)**
P.O. Box 19726, San Diego
Effective: 4/14/94
Violation: 10177(j)(k)
- Sullivan, Mari Margarete (RES)**
P.O. Box 904, Jamul
Effective: 4/13/94
Violation: 10130, 10177(d)(g)
-
- San Francisco Region**
- Allen, Noel Wesley (RES)**
P.O. Box 8788, Pittsburg
Effective: 3/31/94
Violation: 10130, 10176(i),
10177(d)(j)
- Bauer, Richard Joseph (RES)**
333 W. Santa Clara St., San Jose
Effective: 5/31/94
Violation: 10145, 10148,
10176(c)(e)(i), 10177(d), 10231.2
- Century Loan Corporation (REC)**
333 W. Santa Clara St., #220,
San Jose
Effective: 5/31/94
Violation: 10145, 10148,
10176(c)(e)(i), 10177(d), 10231.2
- Cox, Fred Parr Jr. (RES)**
1050 N Point St., #1707,
San Francisco
Effective: 3/3/94
Violation: 490, 10177(b)

- Cunningham, Cleone Evans (RES)**
2133 Sandra Ct., Arcata
Effective: 4/20/94
Violation: 10176(a)(i), 10177(g)
- Durham, Clifford Paul (RES)**
21 Joost, San Francisco
Effective: 3/28/94
Violation: 490, 10177(b)
- Echelon Mortgage Corporation (REC)**
3260 Blume Dr., Ste. 500,
Richmond
Effective: 5/19/94
Violation: 10148, 10177(d)
- Gomez, Ivan Danilo (REB)**
26 Ardentale Dr., Daly City
Effective: 3/28/94
Violation: 2725, 10145,
10176(e), 10177(d)
- Gumban, Joseph Ybona (REB)**
1420 Turk St., #408,
San Francisco
Effective: 5/31/94
Violation: 2715, 2830, 2831,
2831.1, 2831.2, 2832, 10145,
10162, 10165, 10176(e), 10177(d)
- Herpick, Charles August (REB, REO)**
333 W. Santa Clara St., #220,
San Jose
Effective: 5/31/94
Violation: 10145, 10148,
10176(c)(e)(i), 10177(d), 10231.2
Officer of: Century Loan
Corporation
- Hurt, William Adair (RES)**
995 Mazzone Dr., San Jose
Effective: 5/12/94
Violation: 10176(a)(i)
- Piper, Scott Everett (RES)**
5980 Stoneridge Dr., #122,
Pleasanton
Effective: 4/29/94
Violation: 490, 498, 10177(a)(b)
- Russell, Lee (RES)**
4253 Bell Ave., Richmond
Effective: 12/28/90
Violation: 10177.5
- Warren, John Lawson (REB, REO)**
933 Hough Ave., #1, Lafayette
Effective: 3/17/94
Violation: 2725, 2830, 2830.1,
2831.1, 2831.2, 2832, 10085,
10137, 10145, 10176(e), 10177(d)
- Althizer, Patrick Neil (REB)**
1616 W Shaw Ave., Ste. A-1,
Fresno
Effective: 4/14/94
Violation: 2830, 2831, 2831.1,
2831.2, 2832, 2970, 2972, 10085,
10145, 10146, 10176(e), 10177(d)
Right to RREB license on terms
and conditions
- Stanton, Robert Lynn (REB)**
1000 Columbia Ave., Merced
Effective: 4/11/94
Violation: 490, 10177(b)
Right to RREB license on terms
and conditions
- Tyrrell, David Ralph (REB)**
347 North D St., Porterville
Effective: 5/5/94
Violation: 2831.2, 2832.1,
10145, 10176(i), 10177(d)
Right to RREB license on terms
and conditions
- Hakimi, Diana (RES)**
4854 Bruges Ave, Woodland Hills
Effective: 5/3/94
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions
- Hang, Winnie Van Hoa (RES)**
22857 Covello St., West Hills
Effective: 5/10/94
Violation: 490, 498, 10177(a)(b)
Right to RRES license on terms
and conditions
- Hsieh, Chien-Kuo (REB)**
1241 S. San Gabriel Blvd.,
San Gabriel
Effective: 4/21/94
Violation: 10177(h)
Right to RREB license on terms
and conditions
- Jefferys, James Godfrey (REB, REO)**
15500 Covello St., Van Nuys
Effective: 4/12/94
Violation: 10145, 10177(d)(h)
Officer of: Camelot Funding Inc.
Right to RREB license on terms
and conditions
- Khuat, Tuan Anh (RES)**
14075-6 Van Nuys Blvd., #6,
Arleta
Effective: 3/16/94
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions
- Logan Financial, Inc. (REC)**
18757 Burbank Blvd., Ste 225,
Tarzana
Effective: 4/19/94
Violation: 2830, 10145,
10177(d)
Right to RREC license on terms
and conditions
- Nolan, Bernard Richard (REB, REO)**
630 San Vicente Blvd., #A,
Santa Monica
Effective: 3/24/94
Violation: 10177(d)(h)
Officer of: Westwood Real
Estate & Loan Center
Inc.
Right to RREB license on terms
and conditions
- Patton, Mildred (REB)**
4822 Hollow Corner Rd., #177,
Culver City
Effective: 5/10/94
Violation: 2830, 2831, 2831.1,
2831.2, 2834, 10145(a),
10176(e)(i), 10177(d)(g)(h),
10234, 10238.3, 10242
Right to RRES license on terms
and conditions
- Pinkney, Samuel Stephen Jr. (REB, REO)**
3996 Degnan Blvd., Los Angeles
Effective: 3/22/94
Violation: 10177(h)
Officer of: Optimum Security
Investments Inc.
Right to RREB license on terms
and conditions RREB license
suspended for 30 days
- Priority Financial Services, Inc. (REC)**
5150 Wilshire Blvd., #100,
Los Angeles
Effective: 4/6/94
Violation: 10177(d)
Right to RREC license on terms
and conditions
- Rimac, Peter Donald (REB, REO)**
23713 Via Beguine, Valencia
Effective: 5/24/94
Violation: 10176(e)(i),
10177(d)(h)(j)
Officer of: Nash Services Inc.
Right to RREB license on terms
and conditions
- Rodway, Alan C (REB)**
7985 Santa Monica Blvd., #109,
Los Angeles
Effective: 5/11/94
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions
- Royston, Jeffrey Paul (RES)**
10951 Des Moines Ave.,
Northridge
Effective: 3/29/94
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions
- Schuster, Donald William (REB)**
4911 Loleta Ave., Los Angeles
Effective: 5/25/94
Violation: 10176(a), 10177(g)
Right to RREB license on terms
and conditions
- Seidner, Mordechai (REB, REO)**
222 E Huntington Dr., Ste. 211,
Monrovia
Effective: 5/25/94
Violation: 10159.2, 10177(d)
Officer of: FNRS Financial
Corporation
Right to RREB license on terms
and conditions
- Session, Glenn Arlin (REB, REO)**
1245 E Walnut Ave., Ste. 102,
Pasadena
Effective: 4/19/94
Violation: 2830, 10145,
10177(d)
Officer of: Logan Financial Inc.
Right to RREB license on terms
and conditions
- Skara, Silvana Nicole (RES)**
4361 Camero Ave., Los Angeles
Effective: 5/12/94
Violation: 480, 10177(f)
Right to RRES license on terms
and conditions
- T-Real Corporation (REC)**
4834 W. Slauson Ave.,
Los Angeles
Effective: 5/23/94
Violation: 2715, 2752, 2832.1,
2950(h), 10145, 10163, 10177(d)
Right to RREC license on terms
and conditions

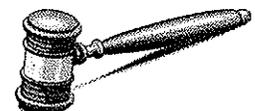
REVOKED WITH A RIGHT TO A RESTRICTED LICENSE

Fresno Region

- A and D Approved Mortgage Inc. (REC)**
1101 Standiford Ave., Ste. D2,
Modesto
Effective: 3/14/94
Violation: 2726, 2830, 2831,
2831.1, 2831.2, 2834, 10145,
10177(d)
Right to RREC license on terms
and conditions

- FNRS Financial Corporation (REC)**
222 E Huntington Dr., Ste. 211,
Monrovia
Effective: 5/25/94
Violation: 2831.2, 2832.1,
10145, 10177(d), 10232.25
Right to RREC license on terms
and conditions

- Giorgi, Steve Herbert (RES)**
3498 Monticello Ave.,
Simi Valley
Effective: 3/9/94
Violation: 498, 10177(a)
Right to RRES license on terms
and conditions




Trass, Eddie Lawrence (REB, REO)

4834 W. Slauson Ave., L.A.
Effective: 5/23/94
Violation: 2715, 2752, 2832.1, 2950(h), 10145, 10163, 10177(d)(h)
Officer of: T-Real Corporation
 Right to RREB license on terms and conditions

Valdez, Michael Vincent (RES)

1217 S. Fifth St., Montebello
Effective: 4/6/94
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Santa Ana Region
Cameron, Florence Elizabeth (REB)

12246 Heacock St., Moreno Valley
Effective: 4/12/94
Violation: 10176(a)(b), 10177(g)(j)
 Right to RREB license on terms and conditions

Liu, Robert C. M. (RES)

351 Oak Pl., Ste. A, Brea
Effective: 4/6/94
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Moffett, Cynthia Rene (RES)

1403 N Tustin Ave., Ste. 380, Santa Ana
Effective: 4/5/94
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Ort, Jim (REB)

6059 E. Butterfield Ln., Anaheim
Effective: 5/3/94
Violation: 490, 10177(b)
 Right to RREB license on terms and conditions

Sandon, William Eugene (REB)

995 Samar Ct., Corona
Effective: 4/12/94
Violation: 2725, 2731, 2830, 2831, 2831.1, 2832.1, 2834, 2840, 10137, 10145, 10177(d)(h), 10240(a)
 Right to RREB license on terms and conditions

Smith, Dana Harold (REB)

567 San Nicolas Dr., Ste. 101, Newport Beach
Effective: 3/29/94
Violation: 490, 10177(b)
 Right to RREB license on terms and conditions

Smith, Kenneth Joseph (RES)

1403 N. Tustin Ave., Ste. 160, Santa Ana
Effective: 5/17/94
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Yackey, Robert James (REB, REO)

1950 Horseshoe Cir., Placentia
Effective: 4/6/94
Violation: 10177(d)(h)
Officer of: Priority Financial Services Inc.
 Right to RREB license on terms and conditions

Sacramento Region
Alvarez, Grace Rose Ann (RES)

2050 Foothill Ranch Rd., Tracy
Effective: 4/14/94
Violation: 10145(c), 10176(e)(i), 10177(d)
 Right to RRES license on terms and conditions RRES suspended for 10 days-all but 5 days stayed on conditions

Beck Realtors Inc. (REC)

8102 Kelley Dr., Ste. E, Stockton
Effective: 4/6/94
Violation: 10177(g)
 Right to RREC license on terms and conditions

Becker, Garrett P. (REB)

8102 Kelley Dr., Ste. E, Stockton
Effective: 4/6/94
Violation: 10177(g)
Officer of: Beck Realtors Inc.
 Right to RREB license on terms and conditions

Delay, Raymond Chester (RES)

5430 Fairway Ct., Byron
Effective: 4/27/94
Violation: 10145(c), 10176(a), 10177(d)(g)
 Right to RRES license on terms and conditions

Disbrow, Mark Steven (REB)

10112 Fair Oaks Blvd., Ste. 8, Fair Oaks
Effective: 4/20/94
Violation: 2725, 2830, 2831.1, 2831.2, 2832.1, 2834, 2970, 2972, 10085, 10130, 10137, 10145, 10146, 10161.8, 10176(a)(e), 10177(d), 10240
 Right to RREB license on terms and conditions

Humphrey, Martin W. (REB, REO)

343 E Main St., Stockton
Effective: 3/29/94
Violation: 2731, 2752, 10137, 10159.5, 10161.8, 10163, 10165, 10177(d)(g)(h)
Officer of: Mid-Cal Funding Inc.
 Right to RREB license on terms and conditions

Jones, Floyd Jesse (REB, REO)

2506 Cordova Ln., Rancho Cordova
Effective: 3/28/94
Violation: 2831.2, 2832.1, 2834, 10145, 10145(a), 10177(d)(h), 10240
 Right to RREB license on terms and conditions

Kilmer, Earl Gene (REB, REO)

666A Kentucky St., Fairfield
Effective: 5/9/94
Violation: 2830, 2831, 2831.1, 2831.2, 2832.1, 10145, 10177(d)
Officer of: Kilmer & Assoc. Inc.
 Right to RREB license on terms and conditions

Murray, Robert Burnett (REB)

5036 Romero Way, Fair Oaks
Effective: 3/2/94
Violation: 10177(g)
 Right to RRES license on terms and conditions

Nguyen, Thang Duc (RES)

3451 Misty Morning Cir., Sacramento
Effective: 3/30/94
Violation: 10176(i)
 Right to RRES license on terms and conditions

Oien, Betty L. (RES)

5945 Sawyer Cir., Sacramento
Effective: 4/5/94
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Perkins, William Don (RES)

1107 Nancy Ct, Suisun City
Effective: 5/9/94
Violation: 10130, 10145(c)
 Right to RRES license on terms and conditions

Ramirez, Manuel G., Jr. (REB)

1605 N Hunter St., Stockton
Effective: 4/13/94
Violation: 490, 10177(b)
 Right to RREB license on terms and conditions

Ritchie, Francesca Denise (RES)

760 Wesley Ave., Vacaville
Effective: 3/4/94
Violation: 2731(a), 10137, 10177(d)
 Right to RRES license on terms and conditions

Ritchie, Gregory Thomas (RES)

760 Wesley Ave., Vacaville
Effective: 3/4/94
Violation: 2731(a), 10137, 10177(d)
 Right to RRES license on terms and conditions

Stanton, John Martin (RES)

P.O. Box 93, Walnut Creek
Effective: 3/9/94
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Turner, John Edgar (REB)

1520 Discovery Bay Blvd., Byron
Effective: 4/27/94
Violation: 10176(a), 10177(d)(g)
 Right to RREB license on terms and conditions

Veteran Home Loans (REC)

5207 Madison Ave., Ste. J, Sacramento
Effective: 5/16/94
Violation: 2831.2, 2832.1, 2834, 10145, 10145(a), 10177(d), 10240
 Right to RREC license on terms and conditions

San Diego Region
Larocca, Gerard Ashby (RES)

10650 Scripps Ranch Blvd., #112, San Diego
Effective: 4/15/94
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

San Francisco Region
Arnaud, John Luc (REB)

339 Kentucky St., Petaluma
Effective: 5/31/94
Violation: 2830, 2831.2, 2832.1, 2834, 10145(a), 10161.8, 10176(f)(g)(i), 10177(d)
 Right to RREB license on terms and conditions

Bambauer, Don Leonard (RES)

120 Country Club Dr., Novato
Effective: 3/24/94
Violation: 10177.5
 Right to RRES license on terms and conditions

Brown, Ann White (RES)

P.O. Box 849, Cupertino
Effective: 5/11/94
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Goldan, Glenn Gilbert (REO)

555 H St., Eureka
Effective: 5/27/94
Violation: 2831.2, 2834, 10137, 10145(a), 10176(f), 10177(d)(g)(h)
Officer of: RE Prop Inv. Inc.
 Right to RREB license on terms and conditions

Lee, Richard Y. (REB)

224 32nd Ave., San Francisco
Effective: 5/2/94
Violation: 10176(i), 10177(d)(j)
 Right to RRES license on terms and conditions

Mahesri, Falak Naz (RES)

45060 Pawnee Dr., Fremont
Effective: 3/28/94
Violation: 490, 10177(b)
 Right to RRES license on terms and conditions

Neely, Scott John (REB)

26120 Eden Landing Rd., Ste. 2, Hayward
Effective: 5/6/94
Violation: 2731, 2831.2, 2834, 2970, 10085, 10137, 10145, 10146, 10148, 10159.5, 10162, 10176(e)(i), 10177(d)(g)(h), 10240
 Right to RRES license on terms and conditions

Rainer, Eddie Don (REB, REO)

295 Pappas St., Pittsburg
Effective: 3/31/94
Violation: 10177(g)(h)
 Right to RREB license on terms and conditions

RE Prop Investments Inc. (REC)

555 H St., Eureka
Effective: 5/27/94
Violation: 2831.2, 2834, 10137, 10145(a), 10176(f), 10177(d)
 Right to RREC license on terms and conditions

Schmitt, Edward (RES)

362 Ardenale Dr., Daly City
Effective: 3/28/94
Violation: 2785(a)(6), 10176(a), 10177(d)
 Right to RRES license on terms and conditions

Supp, Janette Marie (REB, REO)
995 Mazzone Dr., San Jose
Effective: 5/12/94
Violation: 10159.2, 10177(g)(h)
Officer of: Typhoon Enterprises Inc.
Right to RREB license on terms and conditions

Tulchinsky, Agnessa (RES)
5921 Charter Oaks Dr.,
Castro Valley
Effective: 3/22/94
Violation: 10177(g)
Right to RRES license on terms and conditions

Typhoon Enterprises, Inc. (REC)
995 Mazzone Dr., San Jose
Effective: 5/12/94
Violation: 10176(a)(i)
Right to RREC license on terms and conditions

INDEFINITE SUSPENSIONS (under Recovery Acct. provisions)

Los Angeles Region

Avila, Arnaldo (RES)
565 South B Street, Oxnard, CA
Effective: 1/24/94

Axelson, Donald W. (REB)
16909 Parthenia St., Ste. 202A,
North Hills
Effective: 3/9/94

B/F Security First Investments Corp. (REC)
18062 Irvine Blvd., Ste. #205,
Tustin
Effective: 4/21/94

ERA Bromber & Assoc., Inc. (REC)
22909 Ventura Blvd.,
Woodland Hills
Effective: 3/9/94

Shelden, Robert Arthur (REB)
11943 Bingham, Cerritos
Effective: 4/20/94

Vanoy, Stanley Tyrone (REB)
647 East Carson Street, Carson
Effective: 3/23/94

Sacramento Region

Ferguson, Robert Morris (REB)
796 Lake Blvd., Redding
Effective: 5/6/94

Hult, Norma Louise (REB)
P.O. Box 491558, Redding, CA
Effective: 2/23/94

McKinzie, Janet Faye (REB)
8703 Elk Grove Blvd., Elk Grove
Effective: 2/23/94

Pacific Northwest Mortgage Corp. (REC)
1545 River Park Dr., Ste. 507,
Sacramento
Effective: 5/31/94

River View Mortgage Inc., (REC)
8479 Hammonton-Smartville Rd.,
Smartville
Effective: 3/23/94

Silk, Randall Alan (REB)
2093 Francis Rd., Mt. Vernon, WA
Effective: 1/20/94

San Diego Region

Founders Financial (REC)
9360 Towne Centre Dr., Ste. 300,
San Diego
Effective: 5/27/94

Rasmussen, Gary Leonard (RES)
716 E. Valley Parkway, #135,
Escondido, CA
Effective: 1/24/94

Sullivan, John L. (REB)
P.O. Box 904, Jamul
Effective: 5/2/94

Sullivan, Mari M. (RES)
P.O. Box 904, Jamul
Effective: 5/2/94

San Francisco Region

Agar, John Clifton (RES)
925 38th Ave., #23, Santa Cruz
Effective: 3/9/94

Basilios, Sami Favez (RES)
467 Saratoga Ave., #267,
San Jose
Effective: 1/24/94

Bottenberg, Thomas Alvan (REO)
121 Calle Nivel, Los Gatos
Effective: 4/20/94

Brandstetter, Zachary (REB)
26040 Newbridge, Los Altos
Effective: 5/31/94

**Reinhold, Ronald Lee (REB) &
Oak Mountain Property Mgt.
Co., Inc. (REC)**
8591 Wren Dr., Cotati
Effective: 5/10/94

Williams, David Gary (RES)
3073 Rasmus Cir., San Jose
Effective: 5/31/94

Santa Ana Region

Galvan, Charles Luis (REB)
11875 Pigeon Pass Rd. B-14
#333, Moreno Valley
Effective: 4/20/94

SUSPENDED INDEFINITELY

Los Angeles Region

ATD Financial Services Inc. (REC)
15315 Magnolia Blvd., Ste. 230,
Sherman Oaks
Effective: 3/22/94
Violation: 10162

Butler, L. T. (RREB)
13658 S Hawthorne Blvd., Ste.
201, Hawthorne
Effective: 3/16/94
Violation: 10177(k)

Camden Financial Services (REC)
11990 San Vicente Blvd.,
Ste. 300, Los Angeles
Effective: 5/23/94
Violation: 10162, 10165

Lichterman, Phillip G. (REB, REO)
4605 Lankershim Blvd., #100,
North Hollywood
Effective: 5/24/94
Violation: 10162, 10165
Officer of: Unique Financial
Services Inc.

Unique Financial Services, Inc. (REC)
14429 Ventura Blvd., #101,
Sherman Oaks
Effective: 5/24/94
Violation: 10162, 10165

Sacramento Region

Mason, Rick Alan (REB)
1981 N Broadway, Ste. 260,
Walnut Creek
Effective: 4/12/94
Violation: 10162, 10165,
10177(d)

SUSPENDED WITH STAYS

Fresno Region

Conrad, Sybil (REB, REO)
4923 E. Floradora, Fresno
Effective: 5/26/94
Violation: 10137, 10177(h)
Suspended for 30 days-stayed for
1 year on terms and conditions
Officer of: Investors Lending
Inc.

Harding Fletcher Co. (REC)
600 W Shaw Ave., Ste. 120,
Fresno
Effective: 5/16/94
Violation: 2831.1, 10086, 10146,
10177(d)
Suspended for 15 days-stayed for
2 years on terms and conditions

Investors Lending Inc. (REC)
2350 W. Shaw, Ste. 118, Fresno
Effective: 5/26/94
Violation: 10137
Suspended for 30 days-stayed for
1 year on terms and conditions

Los Angeles Region

Alfred R & Sharon La Peter Inc. (REC)
9944 Flower St., Bellflower
Effective: 3/16/94
Violation: 10137
Suspended for 30 days-stayed for
1 year on terms and conditions

**American City Mortgage Corpora-
tion (REC)**
20501 S. Avalon Blvd., Carson
Effective: 3/25/94
Violation: 10137, 10177(h)
Suspended for 5 days-stayed on
condition

Atlantic Mortgage Corporation (REC)
9119 Las Tunas Dr., Temple City
Effective: 4/26/94
Violation: 2831, 2831.2,
10177(d), 10232(e)
Suspended for 30 days-stayed for
2 years on terms and conditions

Calvo, Arturo (RES)
1805 West Ave K, #203,
Lancaster
Effective: 5/3/94
Violation: 10177(d)
Suspended for 90 days-stayed for
1 year on terms and conditions

**Chen, Robert Kun-Shang (REB,
REO)**
112 N Chandler Ave., Ste. 104,
Monterey Park
Effective: 4/27/94
Violation: 2831.2, 2832.1,
10145, 10177(d)(h)
Officer of: Founders Lending
Group Inc.
Suspended for 15 days-stayed on
condition

Christensen, Beverley Sues (RES)
698 Freedom Ln.,
Boulder City, NV
Effective: 5/3/94
Violation: 10177(d)
Suspended for 90 days-stayed for
1 year on terms and conditions

Founders Lending Group, Inc. (REC)
112 N Chandler Ave., #104,
Monterey Park
Effective: 4/27/94
Violation: 2831.2, 2832.1,
10145, 10177(d)(h)
Suspended for 15 days-stayed on
condition

General Express Mortgage Corp. (REC)
430 S Garfield Ave., #402,
Alhambra
Effective: 5/5/94
Violation: 2831.2, 2832.1,
10145, 10177(d)
Suspended for 60 days-stayed for
1 year on terms and conditions

Hsu, Eddie (REB, REO)

809 N Hill St., Los Angeles
Effective: 4/26/94
Violation: 10159.2, 10177(d)
Officer of: Atlantic Mortgage
Corporation
Suspended for 30 days-stayed for
2 years on terms and conditions

Hunter, Lawnae Conway (RES)
531 North H St., Lompoc
Effective: 3/15/94
Violation: 10085, 10177(d)
Officer of: Hunter Realty Inc.
Suspended for 15 days-stayed on
condition

Hunter Realty Inc. (REC)
531 North H St., Lompoc
Effective: 3/15/94
Violation: 2832.1, 10085,
10177(d)
Suspended for 30 days-stayed on
condition



**Kim, Jung Nam (REB, REO)**

9350 Stratford Ave., El Monte
Effective: 5/5/94
Violation: 10177(d)(h)
Officer of: General Express
 Mortgage Corp.
 Suspended for 60 days-stayed for
 1 year on terms and conditions

La Peter, Alfred R. (REB, REO)

9944 Flower St., Bellflower
Effective: 3/16/94
Violation: 10137
Officer of: Alfred R & Sharon La
 Peter Inc.

Suspended for 30 days-stayed for
 1 year on terms and conditions

Montoya, Jacki Denise (RES)

45847 Kingtree Ave., Lancaster
Effective: 5/3/94
Violation: 10177(d)
 Suspended for 90 days-stayed for
 1 year on terms and conditions

Santos, Ricardo (RES)

9900 Tagus St., #28, Pico Rivera
Effective: 5/25/94
Violation: 10177(g)
 Suspended for 30 days-stayed for
 1 year on condition

Stump, Jacqueline Hartmann (RES)

44145 Berkeley Ct., Lancaster
Effective: 5/3/94
Violation: 10177(d)
 Suspended for 90 days-stayed for
 1 year on terms and conditions

Theodora, Pasquale John (REB, REO)

3511 Starling Dr.,
 Rancho Palos Verdes
Effective: 3/25/94
Violation: 10137, 10177(h)
Officer of: American City
 Mortgage Corporation
 Suspended for 5 days-stayed on
 condition

Santa Ana Region**Colbert, Julius (RES)**

38051 52nd St. East, Palmdale
Effective: 5/3/94
Violation: 10177(d)
 Suspended for 90 days-stayed for
 1 year on terms and conditions

Doss, Timothy Carl (REB, REO)

303 Brookside Ave., Ste. 117,
 Redlands
Effective: 5/26/94
Violation: 2731, 2830, 2830.1,
 2831.1, 2832.1, 10145,
 10176(g)(i), 10177(d)
 Suspended for 2 years-all but 60
 days stayed on terms and
 conditions

Gayler, Karen V (RES)

3244 Sparkler, Huntington Beach
Effective: 4/13/94

Violation: 10177(g)
 Suspended for 10 days-stayed on
 condition

Harbour Homes & Inv. Inc. (REC)

16875 Algonquin St.,
 Huntington Beach
Effective: 4/13/94
Violation: 10177(g)
 Suspended for 10 days-stayed on
 condition

Hutchinson, Michael J. (REB, REO)

34669 Azurite, Lucerne Valley
Effective: 4/7/94
Violation: 2715, 2832.1, 10145,
 10177(d)
Officer of: Mojave Financial
 Services Inc.
 Suspended for 30 days-stayed for
 1 year on condition

Loomis, James Clark (REB, REO)

565 Windsor Pl., Laguna Beach
Effective: 3/8/94
Violation: 10145, 10177(d)(h)
Officer of: Loomis Properties
 Inc.
 Suspended for 30 days-all but 10
 days stayed for 1 year on terms
 and conditions

Loomis Properties Inc. (REC)

565 Windsor Pl., Laguna Beach
Effective: 3/8/94
Violation: 10145, 10177(d)(h)
 Suspended for 30 days-all but 10
 days stayed for 1 year on terms
 and conditions

Mohler, Jon William (RES)

17 S. Callecita, Laguna Beach
Effective: 5/3/94
Violation: 10177(d)
 Suspended for 90 days-stayed for
 1 year on terms and conditions

Zitko, K. Dean (REB, REO)

16875 Algonquin St.,
 Huntington Beach
Effective: 4/13/94
Violation: 10177(g)
Officer of: Harbour Homes &
 Investments Inc.
 Suspended for 10 days-stayed on
 condition

Sacramento Region**Driver, Patrick Michael (REO)**

4211 Freeport Blvd., Sacramento
Effective: 3/28/94
Violation: 10137, 10177(h)
Officer of: Executive West
 Funding Corp.
 Suspended for 90 days-all but 30
 days stayed for 2 years on terms
 and conditions

Executive West Funding Corp. (REC)

4211 Freeport Blvd., Sacramento
Effective: 3/28/94
Violation: 10137
 Suspended for 30 days-stayed for
 2 years on terms and conditions

Jurewicz, Coleen Kay (RES)

P.O. Box 276333, Sacramento
Effective: 3/17/94
Violation: 10177(d), 11018.2
 Suspended for 90 days-stayed for
 1 year on terms and conditions

Jurewicz, David Kazimierz (REB)

931 Howe Ave., #101, Sacramento
Effective: 3/17/94
Violation: 10177(d), 11018.2
 Suspended for 90 days-stayed for
 1 year on terms and conditions

San Diego Region**Farrow, Jerry Franklyn (REB, REO)**

6551 Via Barona, Carlsbad
Effective: 4/15/94
Violation: 10146, 10177(d)
 Suspended for 60 days-stayed for
 1 year on conditions

Freelen, George Thomas Jr. (REB)

12396 World Trade Dr., Ste. 301,
 San Diego
Effective: 4/26/94
Violation: 10177(d)
 Suspended for 30 days-stayed for
 1 year on terms and conditions

Hobson Funding Inc. (REC)

6323 Nancy Ridge Dr., San Diego
Effective: 3/16/94
Violation: 2752, 2830, 2840,
 10137, 10145, 10177(d), 10240
 Suspended for 90 days-stayed for
 1 year on terms and conditions

Koom-By-Yaw, Inc. (REC)

3020 Clairemont Dr., San Diego
Effective: 4/26/94
Violation: 10177(d)
 Suspended for 30 days-stayed for
 1 year on terms and conditions

Margulieux, Barbara Jane (REB)

1802 Escondido Blvd., Escondido
Effective: 4/26/94
Violation: 10177(d)
 Suspended for 30 days-stayed for
 1 year on terms and conditions

Morey, Royal De Los (REB)

7039 Linda Vista Rd., San Diego
Effective: 4/12/94
Violation: 10177(g)
 Suspended for 30 days-stayed for
 1 year on terms and conditions

Morrow, Gus (RES)

2315-A Skylark Dr., Oceanside
Effective: 4/26/94
Violation: 10177(d)
 Suspended for 30 days-stayed for
 1 year on terms and conditions

Pryce-Jones, Robert W. (REB, REO)

6323 Nancy Ridge Dr., San Diego
Effective: 3/16/94
Violation: 2752, 2840, 10137,
 10145, 10177(d)(h), 10240
Officer of: Hobson Funding Inc.
 Suspended for 90 days-stayed for
 1 year on terms and conditions

Ring, Steven Frederick (REB, REO)

3020 Clairemont Dr., San Diego
Effective: 4/26/94
Violation: 10177(d)
Officer of: Koom-By-Yaw Inc.
 Suspended for 30 days-stayed for
 1 year on terms and conditions

San Francisco Region**Coughlin, John Joseph (REB, REO)**

1725 S Bascom Ave., Ste 200,
 Campbell
Effective: 4/14/94

Violation: 2830, 2831.1, 2832.1,
 10145, 10176(e), 10177(d)

Officer of: First Intercity
 Mortgage Inc.

aka: Felsing, John J.
 Suspended for 60 days-stayed for
 2 years on terms and conditions

First Intercity Mortgage Inc. (REC)

1725 S Bascom Ave., Ste. 200,
 Campbell
Effective: 4/14/94
Violation: 2830, 2831.1, 2832.1,
 10145, 10176(e), 10177(d)
 Suspended for 60 days-stayed for
 2 years on terms and conditions

Serrato & Voisenat, Inc. (REC)

1322 Webster St., Ste. 308,
 Oakland
Effective: 3/17/94
Violation: 2830, 2830.1, 2831.1,
 2831.2, 2832, 10085, 10137,
 10145, 10176(e), 10177(d)
 Suspended for 2 years-all but 30
 days stayed on terms & conditions

PUBLIC REPROVALS**Los Angeles Region****Yoon, Suk-Han (REB)**

7300 Lennox Ave., K-20, Van Nuys
Effective: 4/6/94
Violation: 10145(a), 10177(d)

Sacramento Region**Fucchi, Rinaldo (RES)**

4449 Solano Rd., Fairfield
Effective: 5/9/94
Violation: 10177(g)

San Francisco Region**Delbev Investments Inc. (REC)**

4045 E Castro Valley Blvd.,
 Castro Valley
Effective: 3/22/94
Violation: 2905, 10177(d)

Hardy, Delbert Jerome (REO)

4045 E Castro Valley Blvd.,
 Castro Valley
Effective: 3/22/94
Violation: 10177(h)
Officer of: Delbev Inv. Inc.

SUSPENDED**Santa Ana Region****McCandless, Nancy Rose (REB)**

34202 Del Obispo, #70, Dana Pt.
Effective: 3/23/94
Violation: 10148, 10177(d)
 Suspended for 30 days

San Francisco Region**Krystal, Jacobo (RREB, RREO)**

1299 4th St., #202, San Rafael
Effective: 4/8/94
Violation: 2792.16(f)(1),
 2800(k), 10177(d), 11012
 Suspended for 30 days

Licensing

continued from page 1

Pilot Projects

As part of the Wilson Administration's Total Quality Management Program, the Licensing Section is conducting three pilot projects: an interactive voice response (IVR) telephone system; acceptance of examination fees paid by credit card; and utilization of faxed copies of examination applications and supporting documentation.

The IVR system provides access, 24-hours a day/7 days a week, to information

concerning examination requirements, general examination scheduling, 18-month conditional licenses and examination sites. Voice mail is also available to accept requests for examination application mailings and duplicate result notices.



Recent enhancements to the system include:

- Confirmation of examination results.
- Verification that an original salesper-

son or broker license number has been issued.

- Verification that a salesperson's 18-month conditional transcripts have been processed and the date the license was mailed.

In addition, the Department is continuing to accept credit card payment for examination fees by fax or through the mail.



Examinees who wish to reschedule their examination date or apply for re-examination can do so by telephone with a credit card payment.

A fax machine is also available 24 hours a day to receive original examination applications and supporting documentation, course transcripts for salespersons holding 18-month conditional licenses, course catalog descriptions, and substantiation of name changes.

These services will be available through June 30, 1995. At that time, the results of the pilot projects will be reviewed to determine the overall benefits versus their added expenses and the feasibility of recouping any incremental costs. Based on their analysis, a decision will be made as to whether the services should be retained or expanded.



Exams/Originals IVR Phone Numbers

- Sales Examinations (916) 227-0900
- Broker Examinations (916) 227-0899
- Original Licensing (916) 227-0904



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. Before a subdivision can be marketed in California, the subdivider must obtain a public report from the Department. The public report discloses to prospective purchasers 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

For the first time in five years, the number of applications for a final public report has increased. In the 1993-94 fiscal year, 1,949 filings were received, a 6% increase over the 1,835 filings received in the previous fiscal year. While the number of filings is far from our peak of 3,116 in fiscal year 1988-89, it is a step in the right direction.

Legislation

In 1994 the Department sponsored AB 3358 (Frazee). This bill would: eliminate the term "accessible urban subdivision" from existing law, providing instead for the regulation of "improved" out-of-state residential subdivisions and time-share projects in substantially the same manner as in-state projects; provide that proposed subdivision advertising may be voluntarily submitted to the Department for a fee; and revise the requirements for conditional public reports.

Near-Term Plans

The Department is studying certain issues which would further streamline the subdivision approval process. These issues include: review of homeowner association budget cost centers (an area of a project maintained or used by only some of the owners within a homeowners association); evaluation of the security devices (i.e. bond, letter of credit, etc.) program; a review of the need for special regulations for multi-location time-share projects; and evaluation of the effectiveness of the current regulation relative to destruction or condemnation of common areas. 🏠

Number of Filings in Last Four Fiscal Years and % Change from Previous Year

	1990-91	1991-92	1992-93	1993-94
Standard	773	600 (-22%)	468 (-22%)	354 (-24%)
Common Interest	1,623	1,574 (-3%)	1,367 (-13%)	1,595 (+17%)
Total	2,396	2,174 (-9%)	1,835 (-16%)	1,949 (+6%)

Reminder

Effective January 1, 1996, all licensees renewing their license will be required to have completed 3-hour courses in fair housing and trust fund handling in addition to agency and ethics.

Please refer to Winter '93 & Spring '94 issues of the *Real Estate Bulletin* for a complete discussion of the new continuing education requirements.

Financial Statement

by Connie Ruggiero, Senior Accounting Officer

Operating Results

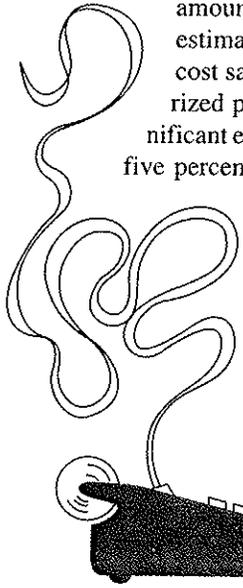
For the first time in four years, DRE operations resulted in a net gain of \$9,979 in fiscal year 1993-94. All major revenue items were up slightly due to fee increases which were effective January 1, 1994. Also, expenditures were greatly reduced due to stringent on-going voluntary cost saving measures, totaling \$2.3 million, which include a significant vacancy rate of 15-18%.

Projected expenditures for 1994-95 are \$25 million. This amount includes continued voluntary cost savings estimated at \$2.6 million. A significant part of the cost savings are the 15-18% of the DRE's authorized positions which are being held vacant. Significant expenditures for FY 94-95 include a three to five percent general salary increase mandated by the 1994 Budget Act, the necessary replacement of the DRE's obsolete computer system and an increase in recovery fund payments caused by a rise in the number of claims filed by victims of real estate fraud.

Reserves

The Department's reserves increased due to the return of a \$3,762,274 involuntary transfer made to the General Fund in FY 92-93. This was the result of a lawsuit filed by the California

Medical Association which found that the transfer was unconstitutional.



Fiscal Year 1993-94		
Revenue:		
Examinations	\$ 1,612,761	
Licensing	\$ 16,165,358	
Subdivisions	\$ 4,511,742	
Other *	\$ 1,366,160	
Total Revenue		\$ 23,656,021
Expenditures:		
Personnel	\$ 17,113,566	
Facilities	\$ 5,983,693	
Special Items **	\$ 1,278,042	
Reimbursements	\$ <729,259>	
Total Expenses		\$ 23,646,042
Net Result:		\$ 9,979
* Miscellaneous fees, fines, interest, sale of books.		
** Recovery claims, education & research, and court costs.		
Expenditure Comparison:		
<i>Actual</i>	<i>Actual</i>	<i>Projected</i>
<i>FY 92-93</i>	<i>FY 93-94</i>	<i>FY 94-95</i>
\$24,307,118	\$23,646,042	\$25,000,000
Reserves Comparison:		
<i>Actual</i>	<i>Actual</i>	<i>Projected</i>
<i>FY 92-93</i>	<i>FY 93-94</i>	<i>FY 94-95</i>
\$4,239,000	\$8,775,024	\$7,000,000

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**SECOND
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