

REAL ESTATE BULLETIN

PETE WILSON, *Governor*
JIM ANTT, JR., *Real Estate Commissioner*

Fall 1995

Official Publication of the
California
Department of Real Estate

Commissioner's Message

This issue of your *Real Estate Bulletin* contains the Annual Report of the Department of Real Estate. As you review the material, you will learn that the Department is a special fund agency which does not receive money for its operations from the State of California's general fund. The only revenue the Department receives is that noted on page 10. We encourage licensees to review the operations of the Department and familiarize themselves with the responsibilities of each section. If you have any questions regarding the reports in this *Bulletin*, please feel free to contact the authors

for clarification or answers.

I believe very strongly in the position stated many times by Governor Pete Wilson, which is that "government must make it easier for the citizens of our state to do business with the government." With that in mind, the Department of Real Estate is moving forward with the promise that the "customers" of our Department are the licensees, subdividers and consumers with whom we work. This is reflected in our mission statement which is "to protect the public in real estate transactions and assist the real estate industry in better serving the consumer."

Since my swearing in on June 1, 1995, I have had the opportunity to meet with many of the trade organizations and associations the Department works with. I am impressed with the public/private partnerships which have been formed and look forward to continuing to work with these organizations. The staff of the Department is an excellent group who are hard working and very understanding of the economic problems facing the industry. I hope you learn by reading this *Bulletin*, as I have learned by working with them, that the employees of the Department of Real Estate are trying to make it easier for you to work with government. I appreciate the opportunity to serve the real estate industry as Real Estate Commissioner and look forward to your comments and constructive input.

Jim Antt, Jr
Commissioner

DRE's Enterprise Information System

by *Ladson Geddings, Manager, ISS*

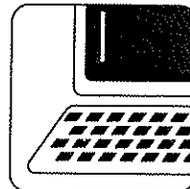
The better part of the Information Systems Section's (ISS) past year's efforts have been expended in developing the new Enterprise Information System (EIS). EIS consists of two main concentrations: extensive expansion of the Department's desktop computer networks and the replacement of the Department's current antiquated in-house Tandem computer hardware and software system that dates back to 1985.

The expanded desktop processing will feature Power Macintosh workstations, networked together in each office with twisted wire cabling, using central communications controllers and Power Macintosh servers, running at very fast transfer speeds. DRE's office's will be linked to each other and to the central Oracle database server that is housed at the State's Teale Data Center in Sacramento. This statewide communications linkage will be accomplished by using

the California State Government Network (CSGNet).

The other main portion of this project will be to rewrite and convert the present Tandem application systems to run on new computer hardware and software. There are twelve "building blocks" to this part of the new system. The first two are the Corporation/Individual Tracking System and the Licensing Information System. ISS expects to have these two systems operational and available for use by the end of 1995. This will be followed in kind by the rest of the systems, including the Examinations System and the Continuing Education System, that are estimated to be completed during 1996. Upon the completion of this project, DRE will possess the correct technology tools for its information processing work.

Information Sys., continued on page 3



Office Consolidation

Effective October 20, 1995, the Department will be merging its Santa Ana office with the Los Angeles Office. This consolidation is another step in the Department's ongoing efforts to increase its operating efficiencies and reduce program expenditures. All Santa Ana Office functions and staff will be reassigned to 107 South Broadway, Room 8107, Los Angeles, CA 90012. The telephone number of the Los Angeles Office is (213) 897-3399.

REAL ESTATE BULLETINOfficial Publication of the
California Department of Real Estate

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STATE OF CALIFORNIA

PETE WILSON, Governor

BUSINESS, TRANSPORTATION AND HOUSING AGENCY
DEAN R. DUNPHY, SecretaryDEPARTMENT OF REAL ESTATE
JIM ANTT, JR., Real Estate Commissioner**PRINCIPAL OFFICE**2201 Broadway, P.O. Box 187000, Sacramento, 95818-7000
Consumer Information (916) 227-0864
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

William E. Moran, Managing Deputy Commissioner IV, Licensing,
Exams & EducationLarry W. Smith, Managing Deputy Commissioner IV, Mortgage
Lending

Harold E. McDonald, Deputy Commissioner III, Publications Deputy

Laura Curry, Production Editor

NORTHERN ENFORCEMENT AREA

Steve Ellis, Managing Deputy Commissioner IV

ENFORCEMENT DISTRICT OFFICES

San Francisco, Room 3400, 185 Berry Street, 94107

Consumer Information (415) 904-5925

Les R. Bettencourt, Managing Deputy Commissioner III

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

Consumer Information (916) 227-0864

Charles W. Koenig, Managing Deputy Commissioner III

Fresno, Room 3070, 2550 Mariposa Street, 93721

Consumer Information (209) 445-5009

Dolores Vazquez-Ramos, Managing Deputy Commissioner II

SOUTHERN ENFORCEMENT AREA

Randy Brenda, Managing Deputy Commissioner IV

ENFORCEMENT DISTRICT OFFICES

Los Angeles, Room 8107, 107 S. Broadway, 90012

Consumer Information (213) 897-3399

Peter Hurst, Managing Deputy Commissioner III

San Diego, Room 3064, 1350 Front Street, 92101-3687

Consumer Information (619) 525-4192

J. Chris Graves, Managing Deputy Commissioner II

Santa Ana, Room 639, 28 Civic Center Plaza, 92701

Consumer Information (714) 558-4491

Thomas McCrady, Managing Deputy Commissioner III

SUBDIVISIONS

Principal Office: Sacramento, P.O. Box 187005, 95818-7005

Thomas R. Hensley, Assistant Commissioner, Subdivisions

South — Los Angeles, Room 7111, 107 S. Broadway, 90012

Consumer Information (213) 897-3908

Robert D. Gilmore, Managing Deputy Commissioner III

North — Sacramento, P.O. Box 187005, 95818-7005

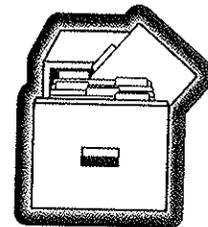
Consumer Information (916) 227-0813

Margret Stroh, Managing Deputy Commissioner III

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 as submitted for clearance. In fiscal year 1994-95, 880 ads were submitted. Legislation effective January 1995 contributed to a downturn in submissions, as it eliminated mandatory advertising reviews in favor of voluntary submissions. More emphasis is placed on reviewing actual ads as they appear in various publications, flyers, mailers, etc. throughout the state. The contact with hundreds of brokers regarding advertising violations has met with 100% cooperation and compliance. These contacts with advertisers provide for better information for the consumer and a more level playing field for brokers in the mortgage business.
- **Advance Fees** — Review proposed contracts of brokers, regardless of business specialty or activity, who collect fees from principals in advance of performing the function or act agreed upon. One hundred ten proposed advance fee contracts were reviewed last year.
- **“Threshold” Brokers** — Monitor brokers who meet a statutorily prescribed level of mortgage loan activity. The number continues to decline due to a January 1993 law change increasing lender exemptions to the threshold criteria and general business climate. Currently, there are 356 threshold brokers.
- **Mortgage Lending Reports** — Specified lenders provide information to the Department as to their lending activity. The purpose is to determine any discriminatory lending practices.
- **Mortgage Loan Bulletin** — An annual, mortgage broker-oriented publication. Its purpose is to keep mortgage brokers up-to-date on current legal requirements.
- **Problem Resolution** — Assistance rendered to nearly 200 consumers regarding problems of various kinds with loan servicers nationwide, including impound accounts, insurance, PMI, adjustable rates and loan payoffs, among others. 🏠

F.Y.I.

**The Department
of Real Estate's
fiscal year starts
July 1 and ends
on June 30.**

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Postmaster, send address changes to *REAL ESTATE BULLETIN*, P.O. Box 187000, Sacramento, CA 95818-7000.

Education and Research Section

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

The Department's Education and Research Section is responsible for processing continuing education and pre-license course approval applications and activities associated with research projects funded by the Department.

E&R Section Statistics

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 real estate industry and students pursuing a real estate career. The Department has previously provided financial assistance to the University of California through an endowment which supports real estate "Chairs" at Berkeley and Los Angeles.

The Department has also made endowments to the California State University and California Community Colleges for support and development of real estate education programs and for real estate student scholarships.

Continuing Education

Since approval of the continuing education regulations in 1978, DRE's Education and Research Section has reviewed over 7,770 course applications. Currently, there are 348 sponsors offering 1,112 DRE-approved continuing education courses on a large variety of subjects. Courses are available by classroom instruction, video, audio, computer and correspondence.

Pre-License Courses

Currently, there are 156 private vocational schools offering over 630 pre-license (college equivalent) courses.

Future Activities

In fiscal year 1995-96, the Department will be evaluating its continuing education program and research activities in order to develop guidelines for the future direction of these programs.



Information System

continued from page 1

ISS has dedicated partners to help with the project. As indicated before, the Teale Data Center is providing networking facilities and the central host database hardware and software. Suncoast Scientific, Inc. is supplying the initial Oracle applications development expertise. Oracle Corporation is assisting in database conversion and the Gartner Group is working as DRE's research and strategic planning consultant.

Because EIS will be designed using mainstream information technology standards, it will position DRE at the forefront of technology and as such will provide the Department with the proper platform on which to develop many future applications.

Several enhancements have been identified by DRE management as candidates for consideration at the conclusion of the EIS project:

- Electronic testing of applicants
- On-line imaging system to contain DRE's master files
- Expansion of the current voice response system
- Electronic access to DRE's public databases

EIS will not only benefit DRE, but will provide to the real estate industry and the public a higher level of government service.

Enforcement Report

by Betty Ludeman, Assistant Commissioner, Enforcement

Fiscal Year Highlights

- Installed, in the Sacramento Office, a court record access system which allows investigative staff ready access to court records systems in California through a computerized data base. The system was implemented on a pilot basis and is being evaluated for use in other DRE offices.
- Implemented, on a pilot basis, new case assignment systems in the Los Angeles and San Francisco Offices. These new systems are designed to reduce investigative case backlog.
- Enforcement Statistics

| | |
|--|------|
| Complaints: | |
| • Received & screened | 9746 |
| • Assigned for investigation | 3365 |
| • Referred for disciplinary action ... | 1168 |
| Corrective Action Letters ... | 65 |



New CE Requirements

Additional courses required for January renewals

Effective January 1, 1996, all licensees renewing their licenses will be required to have completed a three-hour course in "fair housing" *and* a three-hour course in "trust fund handling" in addition to courses in agency and ethics. Individuals with a license expiration date of December 31, 1995 or later, and individuals renewing late on or after January 1, 1996, will be subject to these new requirements. All other continuing education requirements will remain in effect.

Any questions concerning the new continuing education requirements should be directed to your local DRE District Office.

Licensing Section

by William E. Moran, Managing Deputy Commissioner IV

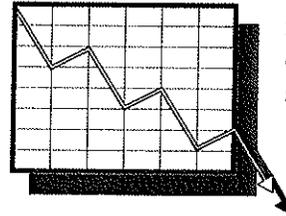
The Licensing Section is responsible for the issuance and renewal of licenses. The volume of activity in licensing has an immediate relationship to cycles in the real estate industry. In this regard, FY 1994-95 continued a downward trend in all

areas of licensing activity.

Licensing Activity & Population

Compared with the previous fiscal year, the number of salesperson examinations declined by 26%, and the number of broker examinations declined by 17%. The issuance of new sales-

person licenses declined by 29%, while the issuance of new broker licenses declined by 11%. License renewals were also on the downside. Total salesperson renewals decreased by 19% and broker renewals decreased by 16%.



The decline is

much more dramatic if the aforementioned numbers are compared with examinations administered and licenses issued four years ago. When fiscal year 1994/1995 is compared with fiscal year 1990/1991, the number of salesperson examinations administered declined by 50% and the number of broker examinations declined by 47%. It is not surprising that new licenses issued followed this trend. The number of salesperson licenses issued declined by 56% and the number of broker licenses have declined by 32%.

At the end of FY 1994-95, the licensee population totaled 337,062, which included 112,562 brokers and 224,500 salespersons. The total number of licensees at the end of FY 1993-94 was 352,963, which included 114,218 brokers and 238,745 salespersons.

Licensing Services

The Licensing Section previously introduced several new services on a pilot basis as part of a Total Quality Management Program. These services included an Automated Examination Telephone System, the acceptance of examination fees paid by credit card, and utilizing faxed copies of examination applications and supporting documentation as a means of reducing processing time. These services have been well received by examination applicants and conditional salesperson licensees. As a result, the Department will continue to offer the services as long as fiscal resources permit. 🏠

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

Audit Review Checklist — 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 Audit Review Checklist has been developed. This checklist will ensure uniform application of review procedures statewide and maintain effective quality control of audit products.

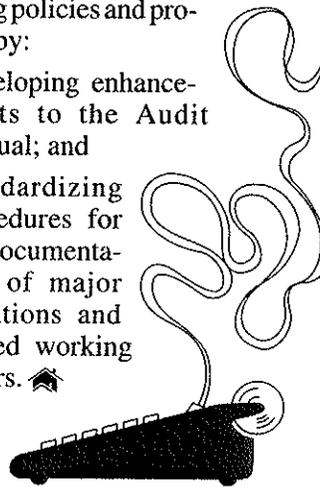
Audit Staff Manual — The Audit Program also revised its Audit Staff Manual to introduce audit procedures to further improve the efficiency and effectiveness of the staff and to update the related components of the Manual according to the latest changes of the Real Estate Laws and the Commissioner's Regulations.

Standardized Audit Reports — By utilizing personal computers and available software, the Audit Program has developed and implemented computerized and standardized audit reports to ensure uniformity of such reports statewide and to further improve production efficiency and the overall function of the Audit Section to better serve the statutory duty of the Department.

1995-96 Goals

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

- Developing enhancements to the Audit Manual; and
- Standardizing procedures for the documentation of major violations and related working papers. 🏠



AUDIT STATISTICS FISCAL YEAR 1994-95

| | | |
|--|-----|--------------|
| Audits Performed | 817 | |
| Audit Results | | |
| • Major Violations | 427 | 52% |
| • Corrective Action Letters | 38 | 5% |
| • Minor or No Violations | 352 | 43% |
| Audits Which Found Trust Fund Shortages | 179 | 22% |
| Total Amount of Trust Fund Shortages | | \$22,670,513 |
| Shortages Cured During or Soon After the Audit | 79 | \$690,773 |

DISCIPLINARY ACTION — MARCH 1995 TO MAY 1995

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



Commissioner's Regulations

| | |
|------------|--|
| 2715 | Broker's failure to maintain current address with DRE |
| 2725 | Failure of broker to review and initial agreements |
| 2726 | Failure to have broker-salesperson agreements |
| 2731 | Unauthorized use of fictitious business name |
| 2731(a) | Failure to obtain dba license |
| 2742 | Failure of corporate broker to file articles of incorporation |
| 2752 | Broker's failure to notify DRE of new salesperson |
| 2785(a)(8) | Adding/changing terms of instrument previously signed/ initialed by a party to a transaction without consent/ knowledge of party |
| 2794 | Failure to provide a public report |
| 2800 | Failure to notify DRE of material change in subdivision |
| 2830 | Failure to maintain trust fund account |
| 2831 | Inadequate trust fund records |
| 2831.1 | Inadequate trust fund records |
| 2831.2 | Inadequate trust fund records |
| 2832 | Failure to comply with specific provisions for handling trust funds |
| 2832.1 | Broker's failure to obtain permission to disburse trust funds from an account involving multiple beneficiaries |
| 2833 | Escrow trust fund handling violation |
| 2834 | Trust account withdrawals by unauthorized person |
| 2840 | Failure to give borrower disclosure |
| 2846.5 | Annual trust fund account reporting requirements |
| 2951 | Record keeping requirements for broker handled escrows |
| 2970 | Misleading advance fee advertising material |
| 2972 | Incomplete advance fee accountings |

Business and Professions Code

| | |
|-------------|--|
| 480(a) | Denial of real estate license on grounds of conviction of crime, dishonest or fraudulent act, or act which would warrant suspension or revocation of license |
| 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 |
| 10086 | Violation of order to desist and refrain |
| 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 |
| 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 |
| 10167.3(b) | Failure of broker or salesperson to supervise PRLS activities |
| 10167.9(c) | Failure to file a PRLS contract with DRE |
| 10167.12(a) | Violation of PRLS provisions |
| 10176(a) | Making any substantial misrepresentation |
| 10176(b) | Making false promise |
| 10176(c) | Course of misrepresentation 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 |
| 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 |
| 10177.5 | Civil fraud judgment based on licensed acts |
| 10231.2 | Failure to give self-dealing notice |
| 10232 | Failure to notify DRE of threshold status |
| 10232.2 | Failure to file annual MLB reports |
| 10232.25 | Failure to file trust fund status reports |
| 10232.4 | Failure to give lender/purchaser disclosure |
| 10233.1 | Failure of broker to notify mortgage lender that payments were made from funds other than the borrowers |
| 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 |
| 10240 | Failure to give mortgage loan disclosure statement |
| 10242(a) | Costs & expenses charged to borrower exceed maximum |
| 11010.4 | Failure to qualify for exemptions |
| 11012 | Material change in subdivision without notice |
| 11013.2 | Failure to comply with conditions in the sale of subdivided lands subject to blanket encumbrance |
| 11013.4 | Failure to comply with conditions with respect to delivery of title to a subdivision interest |
| 11018.2 | Sale of subdivision lots without a public report |

LICENSES REVOKED

Los Angeles Region

- ACI of Bel Air, Inc. (REC)**
500 S. Sepulveda, Ste. 415,
Bel Air
Effective: 3/28/95
Violation: 2830, 10145,
10176(e), 10177(d)
- Asher, Cass (RRES)**
P.O. Box 69-A37, Los Angeles
Effective: 4/4/95
Violation: 10177(d)(g)(k)
aka: Pickett, Jeffrey L.
- Bank, Kenneth Clifford (RREB)**
16501 Ventura Blvd., Ste. 103,
Encino
Effective: 3/14/95
Violation: 490, 10177(b),
10177.5
- Benedetto, Michael Joseph Jr. (RES)**
6842 Valmont, #7, Tujunga
Effective: 4/13/95
Violation: 490, 10177(b)

Bhatia, Neelam (RES)

P.O. Box 8314, Mission Hills
Effective: 4/11/95
Violation: 490, 10177(b)

Brehm, Kendall Harrison (REB, REO)

17418 Chatsworth St.,
Granada Hills
Effective: 4/20/95
Officer of: IPC Development
Group, Inc.
Violation: 2725, 10159.2,
10177(d)(h)
License as officer of IPC
Development Group, Inc.
revoked. Individual broker license
placed on probation for 2 years.

Canady, Samuel James (RES)

4035 West 134th St., #E,
Hawthorne
Effective: 4/12/95
Violation: 490, 498, 10177(a)

Carlos, Ariel Arceo (RRES)

17939 Chatsworth St., #186,
Granada Hills
Effective: 4/20/95
Violation: 10177(f)(j)(k)



- Kao, Gloria Chien-Ying (REB)**
8450 Garvey Ave., #220,
Rosemead
Effective: 5/23/95
Violation: 2715, 10148, 10162,
10165, 10176(a)(i), 10177(d)(h)(j)
- Konstant, Nikolas (RES)**
2621 6th St., Ste. 5, Santa Monica
Effective: 4/4/95
Violation: 490, 10177(b)
- Lay, Nancy Barbara (RES)**
1849 Sawtelle Ave., #540,
Los Angeles
Effective: 4/4/95
Violation: 490, 10177(b)
- Lott, Thomas Edward (RES)**
2300 N. Bullis Rd., Compton
Effective: 5/23/95
Violation: 490, 498, 10177(a)(b)
- Moist Realty, Inc. (REC)**
35249 Yucaipa Blvd., Yucaipa
Effective: 3/21/95
Violation: 10177(d)
- Moore, Allen (REB, REO)**
5117 W. Pico Blvd., Los Angeles
Effective: 5/2/95
Violation: 10177(d)(g)(h)
Officer of: CML Financial
Services, Inc.
- Morgan, John William (RES)**
11425 Tina St., Norwalk
Effective: 3/1/95
Violation: 490, 10177(b)
- Mortgages R Us Inc. (REC)**
299 W. Foothill Blvd.,
#200, Upland
Effective: 4/4/95
Violation: 10176(e), 10177(d)
- Ochoa, Monica (RES)**
10550 S. Carmenita Rd., Whittier
Effective: 4/19/95
Violation: 490, 10177(b)
- Ortiz, Ricky Joe (RES)**
1524 East 15th St., Los Angeles
Effective: 4/26/95
Violation: 490, 10177(b)
- Phillips, Olen Boyce (REB, REO)**
660 Hampshire Rd., Ste. 100,
Westlake Village
Effective: 4/4/95
Violation: 490, 10177(b)
- Pond, Murray Douglas (REB)**
38233 17th St. East, Palmdale
Effective: 3/15/95
Violation: 10177.5
- Rojas, Cenobio (RES)**
1632 Aspen Grove Ln.,
Diamond Bar
Effective: 5/17/95
Violation: 490, 10177(b)
- Rosenblatt, Sid (REB)**
13154 Addison St., Sherman Oaks
Effective: 3/28/95
Violation: 2830, 10145,
10176(e), 10177(d)
- Serpas, Jorge Alberto (RES)**
705 1/2 S. Amalia Ave.,
Los Angeles
Effective: 5/2/95
Violation: 490, 10177(b)
- W M C, Inc. (REC)**
19811 E. Colima Rd., Ste. 400,
Walnut
Effective: 3/20/95
Violation: 10162, 10165,
10177(f)
- Westworld Financial Resources,
Inc. (REC)**
20335 Ventura Blvd., #225,
Woodland Hills
Effective: 4/14/95
Violation: 2831.2, 2834, 10086,
10145, 10177(d), 10234, 10240
- Wildwood Realty, Inc. (REC)**
35249 Yucaipa Blvd., Yucaipa
Effective: 3/21/95
Violation: 10177(d)
- Wong, Katherine Wai (RES)**
1507 S. Marguerita, #C,
Alhambra
Effective: 4/13/95
Violation: 490, 10177(b)
-
- Santa Ana Region**
- American Federated Mortgage
Corp. of Nevada (REC)**
4299 MacArthur Blvd., #218,
Newport Beach
Effective: 3/29/95
Violation: 10137,
10176(a)(b)(c)(e)(i), 10177(d)(j)
- Barron, Albert (RES)**
10267 Via Pavon, Moreno Valley
Effective: 5/2/95
Violation: 490, 10177(b)
- Billings, Mickey Erskine (RES)**
4185 River Ridge Dr., Norco
Effective: 4/20/95
Violation: 490, 10177(b)
- Boldajipour, Homayoun (RES)**
16960 Algonquin Blvd., #4-104,
Huntington Beach
Effective: 4/4/95
Violation: 498, 10177(a)
- Bou-Diab, Ziad Raouf (RES)**
2821 S. Fairview St., #B,
Santa Ana
Effective: 4/4/95
Violation: 490, 10177(b)
- Campbell, Dan Steven (RES)**
50 Vassar Aisle, Irvine
Effective: 4/20/95
Violation: 490, 10177(b)
- Cassidy, Elizabeth Jean (REB)**
68100 Ramon Rd., B-10,
Cathedral City
Effective: 5/30/95
Violation: 2830, 2831, 2831.1,
2831.2, 10130, 10145, 10177(d)
- Chan, Esther Mah-Kwai (REB)**
1920 Main St., #400, Irvine
Effective: 5/31/95
Violation: 490, 10177(b)
- Charter West Mortgage (REC)**
19000 MacArthur Ave.,
#400, Irvine
Effective: 3/28/95
Violation: 480(a)(3), 2715,
2752, 2831, 2831.1, 2951, 10137,
10162, 10177(d)(f), 10240
- Crabtree, Toby Cornelius III (REB)**
29851 Aventura J,
Rancho Santa Margarita
Effective: 5/23/95
Violation: 10165, 10177(d)(j)
- Davidson, Douglas Ross (REB, REO)**
2020 Summerwind, Santa Ana
Effective: 3/28/95
Violation: 2832, 10137, 10145,
10177(d)(h)(k), 10232(b)
- El Paseo Realty, Inc. (REC)**
73-350 El Paseo, #103,
Palm Desert
Effective: 5/9/95
Violation: 10177(d)
- First National Lenders Group of
America, Inc. (REC)**
2955 E. Main St.,
2nd Floor, Irvine
Effective: 3/28/95
Violation: 2832, 10137, 10145,
10177(d)(h)(k), 10232(b)
- Gilbert, Henry D. (RES)**
17533 Cerro Vista Dr.,
Yorba Linda
Effective: 4/12/95
Violation: 490, 10177(b)
- Gill, Lawrence Raymond (REB, REO)**
339121 Via De Agua,
San Juan Capistrano
Effective: 4/25/95
Officer of: Mayers Mortgage
Corporation
Violation: 2725, 10177(d)(h)
- Hampton & Hampton, Inc. (REC)**
980 E. Tahquitz Way, Ste. A,
Palm Springs
Effective: 4/25/95
Violation: 10148, 10177(d)
- Hansberger, David Leroy (REB, REO)**
35249 Yucaipa Blvd., Yucaipa
Effective: 3/21/95
Officer of: Moist Realty, Inc.;
Wildwood Realty,
Inc.
Violation: 10177(d)(h)
- Heath, Joel Andrew (RES)**
74-900 Highway 111, Ste. 113,
Indian Wells
Effective: 5/2/95
Violation: 490, 10177(b)
- Hoang, Tuan Manh (REB)**
628 Bayside Dr., Seal Beach
Effective: 3/27/95
Violation: 10177(f)(j)
- Lobland, Jim (REB, REO)**
73-350 El Paseo, Ste. 106,
Palm Desert
Effective: 5/9/95
Officer of: Lobland Waring
Realty; El Paseo
Realty, Inc.
Violation: 10177(d)(h)
- Lobland, Tish (RES)**
73-350 El Paseo, #103,
Palm Desert
Effective: 5/9/95
Violation: 10177(d)
- Lobland Waring Realty (REC)**
73-350 El Paseo, Ste. 105,
Palm Desert
Effective: 5/9/95
Violation: 10177(d)
- Chiao, Henry Chia-Ming (RES)**
466 W. Norman Ave., Arcadia
Effective: 5/23/95
Violation: 10176(a)(i),
10177(d)(j)
- Chin, Yoke K. (RES)**
17502 Mondino Dr.,
Rowland Heights
Effective: 5/18/95
Violation: 490, 10177(a)
- CML Financial Services, Inc.
(REC)**
5601 W. Slauson Ave.,
Culver City
Effective: 5/2/95
Violation: 10165, 10176(a-e)(i),
10177(d)(g)(j)
- Crey, Kevin Scott (RES)**
4575 Totana Dr., Tarzana
Effective: 4/18/95
Violation: 490, 10177(b)
- Davis, Toni Dyniell (RES)**
4436 West 63rd St., Los Angeles
Effective: 5/2/95
Violation: 10176(a)(b)(c)(i),
10177(d)(g)(j)
- Delgadillo, Jose Antonio (RES)**
7122 Firestone Blvd., Downey
Effective: 3/20/95
Violation: 10130, 10176(i),
10177(d)
- Developers Funding Control, Inc.
(REC)**
20335 Ventura Blvd., #225,
Woodland Hills
Effective: 4/14/95
Violation: 2715, 2831, 2831.2,
2834, 10145, 10162, 10177(d)
- Gargiulo, Onorina (RREB)**
3617 E. Thousand Oaks Blvd.,
Westlake Village
Effective: 3/16/95
Violation: 490, 10177(b)
- Green, David Irving (RREB)**
12128 Huston St., Valley Village
Effective: 5/23/95
Violation: 10145(a), 10159.2,
10176(i), 10177(d)(h)(k)
- Hernandez, Hernan Bailon (RES)**
1141 Palm Ave., San Gabriel
Effective: 2/24/95
Violation: 490, 10177(b)
- International Brokers Center, Inc.
(RREC)**
1119 E. Broadway St., Glendale
Effective: 4/13/95
Violation: 2742, 2831, 2831.1,
2831.2, 10145, 10177(d)(f)(k),
10240
- Jackson, Joy Sherry (RES)**
3611 West 54th St., Los Angeles
Effective: 5/2/95
Violation: 10130, 10176(a-e)(i),
10177(d)(e)(f)(g)(j)

Luce, Ronald Gregory (REB)
2356 N. Waterman,
San Bernardino
Effective: 3/21/95
Violation: 2715, 2725, 2752,
2830, 2831, 2831.1, 2831.2, 2834,
2970, 2972, 10146, 10176,
10177(d), 10240

Marjan, Marjaneh (RES)
22 Candlebush, Irvine
Effective: 5/2/95
Violation: 490, 10177(b)

Mayers Mortgage Corp. (REC)
28202 Cabot Rd., Ste. 300,
Laguna Niguel
Effective: 4/25/95
Violation: 2831.1, 2831.2, 2834,
10137, 10177(d)(g)

Milan, Michael (RES)
700 W. La Veta, #E12, Orange
Effective: 4/4/95
Violation: 498, 10177(a)

Nguyen, Hoang-Anh (RES)
9882 Ashford Ave., Westminster
Effective: 4/20/95
Violation: 490, 10177(b)

Ruano, Carlos (RES)
16546 Alliance Ave. #B, Tustin
Effective: 4/5/95
Violation: 10130, 10177(d)(j)

Sarvak, Kenneth Emery (REB)
424 Old Newport Blvd.,
Newport Beach
Effective: 3/28/95
Violation: 10177(d)(j)

Sharp, Scott James (RES)
3610 E. Chia Rd., Palm Springs
Effective: 5/3/95
Violation: 490, 10177(b)

Tedder-Larson, Juanita (RES)
16862 Roxdale Dr., Yorba Linda
Effective: 5/2/95
Violation: 490, 10177(b)

Trinchini, Star Lee (RES)
P.O. Box 588, Balboa
Effective: 3/20/95
Violation: 10130, 10177(d)(j)

Voong, Paul Phong (REB)
8915 Westminster Ave.,
Garden Grove
Effective: 3/27/95
Violation: 10177(f)(j)

Webster, William Frank (RES)
427 East 17th St., #224,
Costa Mesa
Effective: 5/15/95
Violation: 10177(j)

Wohlman, Robert (RES)
10722 El Paso Ave.,
Fountain Valley
Effective: 4/20/95
Violation: 490, 10177(b)

Sacramento Region

Affiliated Investment Services, Inc. (REC)
2740 Fulton Ave., Ste. 125,
Sacramento
Effective: 5/9/95
Violation: 10145, 10177(d)

Brenzel, Gary Richard (RES)
2740 Fulton Ave., #125,
Sacramento
Effective: 5/9/95
Violation: 10145, 10177(d)

Cunningham, Joseph F. Jr. (REB, REO)
2143 Hurley Way, Ste. 200,
Sacramento
Effective: 2/27/95
Officer of: Socal Mortgage Corp.
Violation: 2830, 2832, 2970,
2972, 10085, 10145, 10146,
10176(i), 10177(j)

Lucas, Larry Osman (RREB, RREO)
1657 N. California Blvd.,
Ste. P104, Walnut Creek
Effective: 3/22/95
Violation: 2725, 2741, 2832.1,
2834, 2840, 10137, 10145,
10176(e), 10177(d)(h)(k), 10240

Marquez, Pamela Ann (RES)
4411 - 62nd St., Sacramento
Effective: 5/23/95
Violation: 490, 10177(b)

Mission City Mortgage Company, Inc. (REC)
1850 Gateway Blvd.,
#120, Concord
Effective: 3/22/95
Violation: 2832.1, 2834, 2840,
10137, 10145, 10176(e),
10177(d)(k), 10240

Socal Mortgage Corporation (REC)
2143 Hurley Way, Ste. 222,
Sacramento
Effective: 2/27/95
Violation: 2830, 2832, 2970,
2972, 10085, 10145, 10146,
10176(i), 10177(j)

Wong, Joyce Yuk-Fan (REB)
139 Rassani Dr., Danville
Effective: 3/20/95
Violation: 10176(a)(i)

San Diego Region

Alyce Harper Realty, Inc. (REC)
3713 Avocado Blvd., La Mesa
Effective: 3/1/95
Violation: 10148, 10151.5,
10162, 10177(d)(f)

Archer, Carole Marie (REB)
495 Palm Ave., Imperial Beach
Effective: 5/17/95
Violation: 2715, 10176(i),
10177(d)(g)

Charpentier, Scott Thomas (RES)
2670 Del Mar Heights Rd.,
Ste. 171, Del Mar
Effective: 3/28/95
Violation: 10176(a)(b)(e)(i)

Emblem, Gary John (RREB)
5314 Pendleton St., San Diego
Effective: 5/3/95
Violation: 490, 10177(b)(k)

McCormack, Alexandra L. (RES)
1231 Caminito Septimo,
Cardiff By The Sea
Effective: 5/4/95
Violation: 490, 10177(b)

San Francisco Region

Calvert, Dennis George Jr. (RES)
1494 Foxworthy Ave., San Jose
Effective: 4/9/95
Violation: 490, 498, 10177(a)(b)

Herprick, James Llopis (REB)
333 W. Santa Clara St., #220,
San Jose
Effective: 5/30/95
Violation: 10177(f)(j)

Kappel, Karoljo (RES)
38 Catalpa, Mill Valley
Effective: 4/12/95
Violation: 490, 10177(b)

King, Caryn Jean (RES)
8198 Kelton Dr., #C, Gilroy
Effective: 3/23/95
Violation: 490, 498, 10177(a)(b)

Marico, Inc. (REC)
30100 Mission Blvd., Hayward
Effective: 5/23/95
Violation: 10177.5

Moore, Tyrone Fredrick (REB)
580 Grand Ave., Oakland
Effective: 5/15/95
Violation: 2731, 10130,
10131(a)(d), 10145(c), 10159.5,
10176(e), 10177(d)

Morrissey, John Raymond (RREB)
1485 Enea Ct.,
Ste. 1330, Concord
Effective: 4/25/95
Violation: 10148, 10176(a)(i),
10177(d)

Mullins, Veronica A. (RRES)
313-B Sea Mist Ct., Hayward
Effective: 4/17/95
Violation: 490, 10177(b)

Shaw & Lunt (REC)
8758 Island Dr., Alameda
Effective: 3/20/95
Violation: 2830, 2832.1, 10145,
10176(e)(i), 10177(d)

Steinman, Eugene Arthur (REB)
749 Elm Dr., Petaluma
Effective: 3/1/95
Violation: 10177.5

Steinman, Patricia Hicks (REB)
36 Heritage Dr., San Rafael
Effective: 3/1/95
Violation: 10177.5

SUSPENDED INDEFINITELY

Los Angeles Region

Seplow, Alan Howard (REB)
13601 Ventura Blvd., #167,
Sherman Oaks
Effective: 5/15/95
Violation: 2715, 10148, 10162,
10177(d)

Winner, Nacira (RRES)
4195 Kingsley St., #24, Montclair
Effective: 4/3/95
Violation: 10177(k)

Santa Ana Region

Honarbakht, Susan (RES)
25332 Cabot Rd., #100,
Laguna Hills

Effective: 5/8/95
Violation: 10177(k)

Morant, Maurice A. (REB)
26831 Calle Maria, Mission Viejo
Effective: 4/3/95
Violation: 10162, 10165

T L C Mortgage, Inc. (REC)
43500 Ridge Park Dr.,
#201, Temecula
Effective: 5/17/95
Violation: 2715, 10162, 10165,
10177(d)

Townsend, Scot Alan (REB, REO)
41593 Winchester Rd.,
#202, Temecula
Effective: 5/17/95
Violation: 2715, 10162, 10165,
10177(d)

REVOKED WITH A RIGHT TO A RESTRICTED LICENSE

Fresno Region

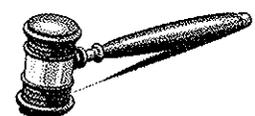
Bullard, Bettie Louise (REB)
4860 E Lane, #208, Fresno
Effective: 5/23/95
Violation: 2830, 2831, 2831.2,
2832.1, 10145, 10176(e)(i),
10177(d)
Right to RRES license on terms
and conditions.

ICC Realty, Inc. (REC)
1837 Howard Rd., Madera
Effective: 5/10/95
Violation: 2794, 2832, 10145,
10176(a)(i), 10177(d), 11010.4,
11013.2, 11013.4, 11018.2
Right to RREC license on terms
and conditions.

Ott, Linda Loraine (REB)
910 Chester Ave., Bakersfield
Effective: 4/27/95
Violation: 2830, 2831, 2831.2,
2832.1, 2834, 2846.5, 10145,
10176(e), 10177(d), 10231.2,
10232, 10232.2
Right to RRES license on terms
and conditions.

Los Angeles Region

Adelman, Ben (RREB, RREO)
750 Terrado Plaza,
Ste. 53, Covina
Effective: 4/20/95
Officer of: Columbia Home
Loans, Inc.
Violation: 2725, 2731(a), 2831,
2831.1, 2831.2, 2832.1, 2834,
10145, 10177(d)(h), 10232,
10232.4, 10232.25, 10240,
10242(a)
Right to RRES license on terms
and conditions.





- Chobanian, Ronald (REB, REO)**
19740 Ventura Blvd.,
Woodland Hills
Effective: 4/4/95
Officer of: White Oak Realtors
Violation: 2715, 2725, 2731,
2830, 2831, 2831.1, 2831.2, 2832,
2834, 10163, 10176(e),
10177(d)(h), 10240
Right to RREB license on terms
and conditions.
- Columbia Home Loans, Inc. (REC)**
261 E. Rowland Ave., Covina
Effective: 4/20/95
Violation: 2731(a), 2831,
2831.1, 2831.2, 2832.1, 2834,
10145, 10177(d), 10232, 10232.4,
10232.25, 10240, 10242(a)
Right to RREC license on terms
and conditions.
- Dugan, Stephen Robert (RES)**
1730 Imperial Terrace Ln.,
Anaheim
Effective: 3/15/95
Violation: 10177(d)
Right to RRES license on terms
and conditions.
- Gardner, Herbert William (REB)**
3234 E. Broadway, Ste. 2,
Long Beach
Effective: 5/25/95
Violation: 490, 10177(b)
Right to RREB license on terms
and conditions. RREB license
suspended for 60 days.
- Granados, Nelson M. (RES)**
7761 Melrose St., #12,
Buena Park
Effective: 3/21/95
Violation: 10130
Right to RRES license on terms
and conditions.
- Haberstroh, Alfred E. (REB, REO)**
19730 Ventura Blvd., #5,
Woodland Hills
Effective: 4/14/95
Officer of: Westworld Financial
Resources, Inc. &
Developers Funding
Control, Inc.
Violation: 2731, 2831, 2831.2,
2834, 10086, 10145, 10159.2,
10177(d)(h), 10234, 10240
Right to RRES license on terms
and conditions.
- Hernandez, Dante A. (RES)**
P.O. Box 3442, Montebello
Effective: 5/3/95
Violation: 2715, 10145(c)
Right to RRES license on terms
and conditions.
- Hunt, John Walter (RES)**
15146 Fairacres Dr., La Mirada
Effective: 5/17/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.
- IPC Development Group, Inc. (REC)**
17418 Chatsworth St.,
Granada Hills
Effective: 4/20/95
Violation: 2831, 2951, 10177(d)
Right to RREC license on terms
and conditions.
- Loya, Nash (REB)**
709 North 2nd St., Alhambra
Effective: 3/21/95
Violation: 2834, 10137, 10145,
10148, 10177(d)
Right to RREB license on terms
and conditions.
- Reinoso, Jorge Heriberto (REB)**
1119 E. Broadway St., Glendale
Effective: 4/13/95
Violation: 2831, 2831.1, 2831.2,
10145, 10159.2,
10177(d)(g)(h)(k), 10240
Officer of: International Brokers
Center, Inc.
Right to RRES license on terms
and conditions.
- Rodriguez, Francisco H. (RES)**
523 West 89th St., Los Angeles
Effective: 5/30/95
Violation: 10177(a)
Right to RRES license on terms
and conditions.
- Sarafian, Sevan Steve (RES)**
6914 Shoshone Ave., Van Nuys
Effective: 3/15/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.
- Stanley, Richard Bryce (REB)**
5420 Philadelphia St., Chino
Effective: 3/15/95
Violation: 10137, 10177(d)
Right to RREB license on terms
and conditions.
- Tanner, Rulon Jay (REB)**
1641 East 4th St., Long Beach
Effective: 5/31/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.
- Vartan, Peter (RES)**
1039 E. Sprazier, #A, Burbank
Effective: 5/2/95
Violation: 490, 498, 10177(a)(b)
Right to RRES license on terms
and conditions.
- Wang, Jennifer Yung (REB)**
3500 E. Colorado Blvd., #110,
Pasadena
Effective: 3/14/95
Violation: 10148, 10167.3(b),
10167.9(c), 10167.12(a),
10177(d)(g)
Right to RREB license on terms
and conditions.
- White Oak Realtors (REC)**
19740 Ventura Blvd.,
Woodland Hills
Effective: 4/4/95
Violation: 10177(d)(g)
Right to RREC license on terms
and conditions.
- Santa Ana Region**
- Beauchamp, Richard Lee (RES)**
1030 Vista Del Cerro,
Bldg. 11-302, Corona
Effective: 3/22/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions. RRES license
suspended for 30 days.
- Blanchard, Dana C. (REB)**
444 W. Katella Ave., Anaheim
Effective: 5/2/95
Violation: 490, 10177(b)
Right to RREB license on terms
and conditions.
- Bryant, Larry Ray (REB)**
43320 Putter Ln., Hemet
Effective: 4/25/95
Violation: 10177(d)
Right to RREB license on terms
and conditions.
- Coulton, Judy Deborah (REB)**
68-733 Perez Rd., C-12,
Cathedral City
Effective: 5/30/95
Violation: 10130, 10177(d)
Right to RREB license on terms
and conditions.
- Duquette, Bruce Eugene (RES)**
17565 Fremont St.,
Fountain Valley
Effective: 5/4/95
Violation: 490, 10177(b)
- Greystone Mortgage Corp. (REC)**
6960 Magnolia Ave.,
Ste. 202, Riverside
Effective: 4/26/95
Violation: 10137, 10145, 10146,
10177(d)
Right to RREC license on terms
and conditions.
- Heistand, Vicki Jo (RES)**
38090 Mesa Rd., Temecula
Effective: 4/11/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.
- Johnsen, Melanie Ann (REB)**
23294 Coso, Mission Viejo
Effective: 5/8/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.
- Keyser, Karen Jean (RES)**
807 Amigos Way, Newport Beach
Effective: 5/31/95
Violation: 490, 10177(b)
aka: Cawthra, Karen Jean
Right to RRES license on terms
and conditions.
- Lauer, William J. Jr. (RES)**
18 Stream, Laguna Niguel
Effective: 3/15/95
Violation: 10177(j)
Right to RRES license on terms
and conditions.
- Mann, James E. (REB)**
439 1/2 Goldenrod Ave.,
Corona Del Mar
Effective: 3/16/95
Violation: 10177(j)
Right to RREB license on terms
and conditions.
- McIlroy, Craig Eugene (RES)**
17111 Tiffany, Huntington Beach
Effective: 4/6/95
Violation: 10177(d)
Right to RRES license on terms
and conditions.
- Pereira, Andres Saul (RES)**
801 E. Chapman Ave., Ste. 200,
Fullerton
Effective: 4/19/95
Violation: 490, 10177 (b)
Right to RRES license on terms
and conditions.
- Perumean, James (REB)**
21882 Vacation Ln.,
Huntington Beach
Effective: 4/18/95
Violation: 490, 10177(d)
Right to RREB license on terms
and conditions.
- Sasaki, Laura Masako (REB, REO)**
2568 N. Bortz St., Orange
Effective: 4/6/95
Violation: 10177(g)(h)
Right to RREB license on terms
and conditions.
- Tachine, Richard Charles (REB, REO)**
22141 Jonesport Ln.,
Huntington Beach
Effective: 3/28/95
Violation: 2715, 2725, 2752,
2831, 2831.1, 2951, 10137,
10162, 10177(d)(h), 10240
Right to RREB license on terms
and conditions.
- The Monterey Group, A Real Estate Service Corp. (REC)**
16601 Gothard Ave., Ste. L,
Huntington Beach
Effective: 4/6/95
Violation: 2832.1, 10145,
10177(d)
Right to RREC license on terms
and conditions.
- Ticas, Frank (REB)**
1279 E. Florida Ave., Hemet
Effective: 4/25/95
Violation: 2830, 2831.2, 2832.1,
10145, 10177(d)
Right to RREB license on terms
and conditions.
- Toth, Joseph Imre (RES)**
78-660 Via Melodia, La Quinta
Effective: 5/9/95
Violation: 10177(d)
Right to RRES license on terms
and conditions.
- Toth, Tammy Lobland (RES)**
78-660 Via Melodia, La Quinta
Effective: 5/9/95
Violation: 10177(d)
Right to RRES license on terms
and conditions.
- Trafficante, Sally Ann (REB, REO)**
150 Digby Ct., Riverside
Effective: 4/26/95
Officer of: Greystone Mortgage
Corporation
Violation: 10137, 10177(h)
Right to RREB license on terms
and conditions.

Wang, Ruth Chung-Ching (RES)
8881 Cliffside Dr.,
Huntington Beach
Effective: 3/14/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Sacramento Region

Galbraith, Velma Jean (RES)
14510 Oak Meadow Dr.,
Red Bluff
Effective: 4/26/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Thetford, Durward Carroll (REB)
720 Howe Ave., Ste. 107,
Sacramento
Effective: 5/19/95
Violation: 2830, 2831, 2831.1,
2831.2, 2834, 10137, 10145(a)(d),
10177(d)(g)
Right to RREB license on terms
and conditions.

San Diego Region

Belliaeff, Marjorie Fiene (RES)
329 Aldwych Rd., El Cajon
Effective: 4/11/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Harper, C. Alyce (REB, REO)
3713 Avocado Blvd., La Mesa
Effective: 3/1/95
Officer of: Alyce Harper Realty,
Inc.
Violation: 10148, 10151.5,
10162, 10177(d)(f)
Right to RREB license on terms
and conditions.

Nguyen, Sao Thi Be (RES)
11147 Susita Terrace, San Diego
Effective: 5/31/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Ruiz, Margaret A. (REB)
204 South 8th St., El Centro
Effective: 3/23/95
Violation: 10145, 10148,
10176(e), 10177(d)(g)
Right to RREB license on terms
and conditions. RREB license
suspended for 60 days.

San Francisco Region

Anast, Peter George (REB, REO)
50 California St., Ste. 1420,
San Francisco
Effective: 5/9/95
Officer of: Affiliated Investment
Services, Inc.
Violation: 10145, 10177(d)(h)
Right to RRES license on terms
and conditions.

Atchade, Essodina (RES)
P.O. Box 4183, Santa Clara
Effective: 4/9/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Bains, Surinderpal Singh (RES)
1281 E. Calaveras Blvd., Milpitas
Effective: 3/15/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions. RRES license
suspended for 60 days.

Best Western Financial, Inc. (REC)
1710 S. Amphlett Blvd.,
Ste. 210, San Mateo
Effective: 3/28/95
Violation: 2831.1, 2831.2,
2832.1, 10145(a), 10176(e),
10177(d), 10232.25(e), 10240
Right to RREC license on terms
and conditions.

Doyle, Mary Bridget (RES)
1035 E. Hillsdale Blvd., Ste. 120,
Foster City
Effective: 4/19/95
Violation: 10176(i), 10177(g)(j)
Right to RRES license on terms
and conditions. RRES license to
be suspended for 90 days

Cerini, David Joseph (REB)
782 Thompson Lane, Petaluma
Effective: 5/30/95
Violation: 2731, 2830, 2831.1,
2831.2, 10159.5, 10176(e),
10177(d)(g), 10232.4, 10234,
10240
Right to RRES license on terms
and conditions.

Giacobbe, Dino L. (RES)
5965 Lake Almanor Dr., San Jose
Effective: 3/27/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Lucas, Norma M. (RES)
2319 Noriega St., San Francisco
Effective: 3/14/95
Violation: 10177(j)
Right to RRES license on terms
and conditions.

Narkin, Michael H. (REB)
780 Blairwood Ct., San Jose
Effective: 3/16/95
Violation: 2715, 2731, 2830,
2831.1, 2972, 10177(d)
Right to RREB license on terms
and conditions.

Nguyen, Dung Thanh (RES)
2982 Crystal Creek Dr., San Jose
Effective: 4/3/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Novell, Alex (REB, REO)
1710 S. Amphlett Blvd., #210,
San Mateo
Effective: 3/28/95
Officer of: Best Western
Financial, Inc.
Violation: 2831.1, 2831.2,
2832.1, 10145(a), 10176(e),
10177(d)(g)(h), 10232.25(e),
10240
Right to RREB license on terms
and conditions.

Petteway, Frank Ray (REB)
1975 Hamilton Ave., San Jose
Effective: 3/1/95
Violation: 6106, 10177(f)(j)
Right to RREB license on terms
and conditions. Restricted license
suspended for 90 days.

Ruxton, Eric Bruce (REB, REO)
926 Woodside Rd., Redwood City
Effective: 2/21/95
Violation: 490, 10177(b)
Right to RREB license on terms
and conditions.

Santiago, Richard Gilbert (RES)
16716 Kildare Rd., San Leandro
Effective: 4/26/95
Violation: 490, 10177(b)
Right to RRES license on terms
and conditions.

Sidlow, Peter Joel (REB)
11326 Ventura Blvd., Studio City
Effective: 3/9/95
Violation: 2800 (e)(j)(k),
10177(d)(j), 11012
Right to RREB license on terms
and conditions.

Strobel, Susan Kwan (RES)
440 San Mateo Ave., San Bruno
Effective: 3/28/95
Violation: 10176(i)
Right to RRES license on terms
and conditions.

Taylor, Anita Joyce (RES)
766 First St., #11, Gilroy
Effective: 4/26/95
Violation: 498, 10177(a)
Right to RRES license on terms
and conditions.

Taylor, James North (REB)
104 Tiburon Blvd., Mill Valley
Effective: 5/30/95
Violation: 490, 10177(b)
Right to RREB license on terms
and conditions.

SUSPENDED WITH STAYS

Fresno Region

Gilchrist, Alyce (REB)
112 Dwyer St., Madera
Effective: 4/10/95
Violation: 10176(a)(i), 10177(d),
11010.4(a), 11013.2, 11013.4
Suspended for 30 days-stayed for
1 year on terms and conditions.

Meridith, Ray Clark (REB, REO)
800 West 20th St., Ste. D, Merced
Effective: 4/10/95
Officer of: ICC Realty, Inc.
Violation: 2794, 10177(d),
11010.4, 11013.2, 11013.4,
11018.2
Suspended for 365 days-stayed
for 2 years on terms and
conditions.

Murphy, Charlotte Fay (RES)
5700 N. Hillcrest Rd., Merced
Effective: 4/10/95
Violation: 10176(a)(i), 10177(d),
11010.4(a), 11013.2, 11013.4
Suspended for 30 days-stayed for
1 year on terms and conditions.

Los Angeles Region

Bell, Gregory (REB, REO)
40340 170th St. East, Ste. I,
Palmdale
Effective: 3/14/95
Officer of: Great Finance and
Realty, Inc.
Violation: 10177(d)(h)
Suspended for 30 days-stayed for
2 years on terms and conditions.

Buffin, William Thomas (REB)
77836 Avenue Montezuma,
La Quinta
Effective: 4/4/95
Violation: 10145 (c), 10177(d)
Suspended for 30 days-stayed for
1 year on conditions.

Dahler, Richard Eugene (REB, REO)
7974 Haven Ave.,
Rancho Cucamonga
Effective: 4/11/95
Officer of: Hembree Realty, Inc.
Violation: 2731, 10177(d)(h)
Suspended for 30 days-stayed for
1 year on terms and conditions.

Egan, Robert John (REB, REO)
54 N. Arroyo Blvd., Pasadena
Effective: 4/5/95
Officer of: Bankers Equity
Funding Group
Violation: 10177(h)
Suspended for 60 days-all but 30
days stayed for 2 years on terms
and conditions.

**Equity Express Funding Group,
Ltd. (REC)**
9920 La Cienega Blvd., Ste. 709,
Inglewood
Effective: 5/25/95
Violation: 2830, 2831, 2831.1,
2831.2, 2832.1, 2833, 10086,
10145, 10177(d)
Suspended for 90 days-stayed for
2 years on terms and conditions.

**Great Finance and Realty, Inc.
(REC)**
10310 Paramount Blvd., Ste. I,
Downey
Effective: 3/14/95
Violation: 10177(d)(h)
Suspended for 30 days-stayed for
2 years on terms and conditions.

Hasson, Ronald (REB, REO)
16133 Ventura Blvd., #275,
Encino
Effective: 4/17/95
Violation: 10177(h)
Suspended for 60 days-stayed for
2 years on terms and conditions.





Hembree Realty Inc. (REC)
7974 Haven Ave., Ste. 200,
Rancho Cucamonga
Effective: 4/11/95
Violation: 2731, 10177(d)(h)
Suspended for 30 days-stayed for
1 year on terms and conditions.

Key Lenders, Inc. (REC)
16133 Ventura Blvd.,
Ste. 275, Encino
Effective: 4/17/95
Violation: 10145, 10177(d)
Suspended for 60 days-stayed for
2 years on terms and conditions.

Sorgenfrey, Kent Robert (REO)
5900 S. Eastern Ave., Ste. 138,
Los Angeles
Effective: 3/15/95
Officer of: Trent Financial, Inc.
Violation: 10159.2, 10177(d)(h)
Suspended for 90 days-stayed for
2 years on terms and conditions.

Stam, Barbara G. (RRES)
631 E. Arrow Hwy.,
Ste. O, Glendora
Effective: 4/25/95
Violation: 10130, 10177(d)
Suspended for 60 days-stayed on
condition.

Stam, Nicholas (RREB)
631 E. Arrow Hwy.,
Ste. O, Glendora
Effective: 4/25/95
Violation: 10130, 10177(d)
Suspended for 60 days-stayed on
condition.

Trent Financial, Inc. (REC)
5900 S. Eastern Ave., Ste. 138,
Los Angeles
Effective: 3/15/95
Violation: 2831.2, 2832, 2832.1,
2834, 10145, 10177(d)
Suspended for 90 days-stayed for
2 years on terms and conditions.

Villa, Jose Ramon (REB)
144 South 1st St., Ste. 201,
Burbank
Effective: 5/23/95
Violation: 10177(d)(g)
Suspended for 60 days-all but 30
days stayed for 2 years on terms
and conditions.

Santa Ana Region

Hampton, W. H. III (REB, REO)
980 Tahquitz Canyon Way,
Ste. A, Palm Springs
Effective: 4/25/95
Officer of: Hampton & Hampton,
Inc.
Violation: 10148, 10177(d)
Suspended for 60 days-stayed for
2 years on terms and conditions.

Lagos, Benjamin William (REB)
2417 Rice Flower Cir.,
Las Vegas, NV
Effective: 3/14/95

Violation: 10145(a), 10177(d)
Suspended for 60 days-all but 30
days stayed for 1 year on terms
and conditions.

Negrete, Jenny Maria (REB)
1211 N. Broadway, Santa Ana
Effective: 3/28/95
Violation: 10145, 10177(d)(g)
Suspended for 60 days-stayed for
2 years on terms and conditions.

Sacramento Region

Julian, Robert Dennis (REB, REO)
237 W. Stockton Rd., Sonora
Effective: 4/13/95
Officer of: Key Real Estate
Loans, Inc.
Violation: 10176(a)
Suspended for 30 days-stayed for
1 year on terms and conditions.

Key Real Estate Loans, Inc. (REC)
237 W. Stockton Rd., Sonora
Effective: 4/13/95
Violation: 10176(a)
Suspended for 30 days-stayed for
1 year on terms and conditions.

Sorum, Vera Bequette (REB)
1909 Mt. Diablo Blvd., Walnut Creek
Effective: 3/29/95
Violation: 2785(a)(8), 10177(d)
Suspended for 90 days-all but 30
days stayed for 3 years on terms
and conditions.

Waid, Victor L. (REB)
2625 Fair Oaks Blvd., Ste. 1,
Sacramento
Effective: 3/8/95
Violation: 2725, 2830, 2832.1,
2834, 2840, 2970, 10085, 10145,
10146, 10177(d), 10240
Suspended for 90 days-all but 30
days stayed for 2 years on terms
and conditions.

San Diego Region

Anderson, Kim Renee (REB)
13436 Granite Creek Rd.,
San Diego
Effective: 5/9/95
Officer of: CDS Mgmt. Co., Inc.;
Prostar Mgmt. Co.
Violation: 10145, 10148,
10161.8, 10177(d)(g)(h)
Suspended for 60 days-all but 30
days stayed for 2 years on terms
and conditions.

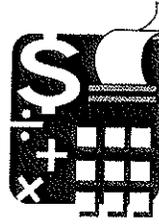
**Bankers Equity Funding Group
(REC)**
875 Prospect St., #301, La Jolla
Effective: 4/5/95
Violation: 2752, 2831, 2831.1,
2831.2, 2832.1, 2832, 2833,
10145, 10161.8, 10177(d)
Suspended for 60 days-all but 30
days stayed for 2 years on terms
and conditions.

Brentwood Management Co. (REC)
9040 Friars Rd., Ste. 305,
San Diego
Effective: 4/25/95
Violation: 2830, 2831, 2832.1,
10145, 10177(d)
Suspended for 90 days-stayed for
2 years on terms and conditions.

continued on page 12

Financial Statement

by Connie Ruggiero, Senior Accounting Officer



Operating Results

The Department of Real Estate (DRE), which is a special fund agency, has been experiencing a decline in revenue for the past four fiscal years. Despite the January 1, 1994 fee increase and stringent cost saving measures, DRE 1994-95 fiscal year operations resulted in a net loss of \$1.8 million. All major revenue items except Subdivisions were down due to the continued decline in licensing activity. If DRE's revenue situation does not improve, it could face total depletion of its reserves in mid-1997, or sooner.

Projected expenditures for 1995-96 are \$25.8 million. This amount includes permanent expenditure reductions of \$1.1 million for the elimination of approximately 15 positions (35.5 positions were previously abolished), closure of the Santa Ana District Office and further reduction of Research funding. The expenditure increase of approximately \$1 million from the prior year is the second year funding for the replacement of DRE's obsolete computer system.

Reserves

With continued reduced revenues and anticipated permanent expenditure reductions, DRE's reserves are estimated to continue to decline to approximately \$3,615,000 at the close of 1995-96. 🏠

FISCAL YEAR 1994-95

Revenue:

| | | |
|---------------|---------------|---------------|
| Examinations | \$ 1,500,568 | |
| Licensing | \$ 14,850,918 | |
| Subdivisions | \$ 5,091,820 | |
| Other* | \$ 1,370,771 | |
| Total Revenue | | \$ 22,814,077 |

Expenditures:

| | | |
|------------------|---------------|---------------|
| Personnel | \$ 17,387,425 | |
| Facilities | \$ 6,169,249 | |
| Special Items ** | \$ 1,543,498 | |
| Reimbursements | \$ <479,558> | |
| Total Expenses | | \$ 24,620,614 |

Net Result:

\$<1,806,537>

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

** Recovery claims, education & research, and court costs.

Expenditure Comparison

| Actual FY 93-94 | Actual 94-95 | Projected 95-96 |
|--------------------|-----------------|--------------------|
| \$23,646,042 | \$24,620,614 | \$25,866,000 |

Reserves Comparison (rounded off)

| Actual FY 93-94 | Actual 94-95 | Projected 95-96 |
|--------------------|-----------------|--------------------|
| \$8,775,024 | \$7,119,815 | \$3,615,000 |

SUSPENDED

Fresno Region

Stravinski, Peter Thomas (REB, REO)
 1837 Howard Rd., Madera
Effective: 4/10/95
Violation: 2794, 2832, 10145, 10176(a)(i),
 10177(d), 11010.4, 11013.2, 11013.4, 11018.2
 Suspended for 365 days-all but 40 days stayed
 for 2 years on terms and conditions.

Los Angeles Region

Zuckerman, Robert Edward (RES)
 23293 Ventura Blvd.,
 Woodland Hills
Effective: 4/4/95
Violation: 2800(a), 10177(d)
 Suspended for 30 days

Subdivision Program

*by Tom Hensley, Assistant
 Commissioner, Subdivisions*

Subdivision laws enforced by the Department help ensure that consumers receive 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 of 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

For the second year in a row the number of applications for a final public report has shown a modest increase. In fiscal year 1993-94 we received 1,949 applications, for a 6% increase over the previous fiscal year, and in fiscal year 1994-95 we received 2,055 applications for a 5% increase. 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 1995, the Department is sponsoring AB 1644 (Granlund). This bill would, if passed, exempt out-of-state subdivisions, except for time-share projects, from the public report and real property security requirements. Instead, out-of-state developers would be required to comply with a simple registration process with the Department. The registrant would identify the offering and provide evidence that they have qualified it in the state where it is located. In addition, all advertising and purchase contracts would have to contain a notice stating that the offering has not been approved by the Department, and the registrant would have to provide a consent to service.

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 a portion of the owners within a homeowners association); evaluation of 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. 🏠

Legal Section

by Robin Wilson, Chief Counsel

In fiscal year 1994-95, the Legal Section's main goals were to continue past levels of productivity and to bring its caseload current. Positive strides were made toward achieving both of these goals.

Staff attorneys were able to reduce the backlog of cases because of their continued high levels of productivity and a slight reduction in the overall number of cases referred to the Legal Section for formal action. This was the first time in many years that staff attorneys were able to visually observe a reduction in the number of cases piled up on their back tables. Much of the success in achieving the primary workload goals was because of the increasing experience, knowledge and skills of the legal staff. 🏠



**LEGAL SECTION
 STATISTICS 1994-95**

| <i>Cases Filed</i> | |
|-------------------------------|-------|
| Raps | 464 |
| Accusations | 414 |
| Total | 878 |
| <i>Orders Issued</i> | |
| Desist & Refrain | 148 |
| Reinstatements | 228 |
| Petitions for Reconsideration | 42 |
| License Revocations | 562 |
| License Suspensions | 144 |
| Dismissals | 6 |
| Public Reprorals | 5 |
| License Denials | 93 |
| Total | 1,228 |

**NUMBER OF FILINGS IN LAST FOUR FISCAL YEARS
 AND % CHANGE FROM PREVIOUS YEAR**

| | 1991-92 | 1992-93 | 1993-94 | 1994-95 |
|-----------------|--------------|--------------------|--------------------|--------------------|
| Standard | 600 | 468 (-22%) | 354 (-24%) | 319 (-10%) |
| Common Interest | 1,574 | 1,367 (-13%) | 1,595(+17%) | 1,736 (+9%) |
| Total | 2,174 | 1,835 (-9%) | 1,949 (+6%) | 2,055 (+5%) |

Please report license changes (name, address, broker, etc.) to DRE in a timely manner.

continued from page 10

- CDS Management Co., Inc. (REC)**
9740 Scranton Rd.,
Ste. 300, San Diego
Effective: 5/9/95
Violation: 10145, 10148,
10161.8, 10177(d)
Suspended for 60 days-stayed for
2 years on terms and conditions.
- Edwards, Anne Titcomb (REB,
REO)**
9040 Friars Rd., Ste. 305,
San Diego
Effective: 4/25/95
Violation: 10159.2, 10177(d)
Suspended for 60 days-stayed for
1 year on terms and conditions.
- Fanning, Debra (REB, REO)**
5830 Oberlin Dr., Ste. 300,
San Diego
Effective: 5/9/95
Officer of: Prostar Management
Company
Violation: 10145, 10148,
10161.8, 10177(d)(g)(h)
Suspended for 60 days-stayed for
2 years on terms and conditions.
- Jensen, Harry Lewis (REB, REO)**
2341 Jefferson St., Ste. A,
San Diego
Effective: 3/28/95
Violation: 10177(b)
Officer of: Jensen Mortgage
Company
Suspended for 90 days-stayed for
2 years on terms and conditions.
- Jensen Mortgage Company (REC)**
2341 Jefferson St., Ste. A,
San Diego
Effective: 3/28/95
Violation: 2726, 2752, 2831,
2831.1, 2832.1, 10145, 10161.8,
10177(d), 10240
Suspended for 90 days-stayed for
2 years on terms and conditions.
- Lane, George B. (RES)**
11048 Carlota St., San Diego
Effective: 2/14/95
Violation: 10130, 10177(d)
Suspended for 60 days-
permanently stayed.
- McMillin, Marilyn Kay (REB,
REO)**
9040 Friars Rd., Ste. 305,
San Diego
Effective: 4/25/95
Officer of: Brentwood Manage-
ment Company
Violation: 10159.2, 10177(d)
Suspended for 60 days-stayed for
2 years on terms and conditions.
- Prostar Management Co. (REC)**
5830 Oberlin, Ste. 300, San Diego
Effective: 5/9/95
Violation: 10145, 10148,
10161.8, 10177(d)
Suspended for 60 days-stayed for
2 years on terms and conditions.
- San Francisco Region**
- Arce, Sherry E. (RES)**
38 Lowell St., Redwood City
Effective: 3/30/95
Violation: 10176(i), 10177(g)
Suspended for 30 days-stayed for
1 year on condition.
- Banti, Vickie Lynn (RES)**
1300 S. El Camino, #500,
San Mateo
Effective: 3/30/95
Violation: 10176(i), 10177(g)
Suspended for 60 days-stayed for
1 year on condition.
- Lovewell, Louise Susan (REB)**
519 Estudillo Ave., San Leandro
Effective: 3/27/95
Violation: 10177(g)
Suspended for 20 days-stayed for
1 year on terms and conditions.
- INDEFINITE SUSPENSIONS
(under Recovery Acct.
provisions)**
- Burnett, Dennis Michael (REB)**
2001 Jefferson St, Napa
Effective: 4/21/95
- Doyle, Marvin Daniel (REB)**
12005 Wintercrest Dr.,
#244, Lakeside
Effective: 3/13/95 & 3/23/95
- Hughes, Flora Kveta ((REB)**
4455 Torrance Blvd.,
#438, Torrance
Effective: 3/1/95
- Hult, Norma Louise (REB)**
P.O. Box 491558, Redding
Effective: 3/23/95
- Kang, Romy Young (REB)**
3820 West 3rd St., Los Angeles
Effective: 5/4/95
- Kitajima, Mary Molly (REB)**
4447 Stoneridge Dr., Ste. 1,
Pleasanton
Effective: 4/21/95
- Kitajima, Inc. (REC)**
4447 Stoneridge Dr., Ste. 1,
Pleasanton
Effective: 4/21/95
- Lincoln Mortgage Company (REC)**
2926 Tiffany Cir., Los Angeles
Effective: 5/9/95
- Realex, Ltd. (REC)**
7914 Michigan Ave., Oakland
Effective: 5/26/95
- Reichersamer, Marcella J. (REB)**
1835 Long Beach Blvd.,
Long Beach
Effective: 5/4/95 & 5/26/95
- Rigney, Daniel David (RREB)**
400 Oyster Point Blvd., Ste. 415,
South San Francisco
Effective: 5/16/95
- Sarte, Emilie (REB)**
7809 N. Lagoon, #2, Panama City FL
Effective: 4/21/95
- Sarte, Jaime (REB)**
7809 N. Lagoon, #2, Panama City FL
Effective: 4/21/95
- Senjo, Robert (REB)**
509 Adirondack Way,
Walnut Creek
Effective: 4/21/95
- Smith, Leroy Chris (RES)**
22008 S. Avalon Blvd., Carson
Effective: 3/13/95
- Walker, Nathaniel Wilton (REB)**
372 Florin Rd., Ste. 254,
Sacramento
Effective: 3/1/95

PUBLIC REPROVALS**Los Angeles Region**

- Maud Properties (REC)**
5933 W. Century Blvd., #930,
Los Angeles
Effective: 4/19/95
Violation: 10177(g)
- Maudlin, Scott R. (REB, REO)**
5933 W. Century Blvd., Ste. 930,
Los Angeles
Effective: 4/19/95
Officer of: Maud Properties
Violation: 10177(g)
- Sarlo, Michael J. (REB)**
1842 Washington Way, Venice
Effective: 3/16/95
Violation: 10177(j)

Santa Ana Region

- Derobbio, Gary Frank (REB)**
17480 East 17th St.,
Ste. 103, Tustin
Effective: 5/31/95
Violation: 10145(a), 10177(d)

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