Department of Real Estate 320 West 4th Street, Ste. 350 Los Angeles, California 90013-1105 Telephone: (213) 576-6982 (office)

FILED

APR 1 3 2009

DEPARTMENT OF REAL ESTATE

BEFORE THE DEPARTMENT OF REAL ESTATE

STATE OF CALIFORNIA

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In the Matter of the Accusation of

12 PIONEER FINANCIAL CORPORATION; RMCER CORPORATION, doing business 13 as Re/Max of Cerritos; and GRACE C. HU, individually and 14 as designated officer of Pioneer Financial Corporation and

RMCER Corporation,

Respondents,

No. H-35244 LA

STIPULATION AND **AGREEMENT**

It is hereby stipulated by and between Respondents PIONEER FINANCIAL CORPORATION, RMCER CORPORATION and GRACE C. HU, individually and as designated officer of Pioneer Financial Corporation and RMCER Corporation (sometimes collectively referred to as "Respondents"), represented by Rose Pothier, Esq. and the Complainant, acting by and through Elliott Mac Lennan, Counsel for the Department of Real Estate, as follows for the purpose of settling and disposing of the Accusation ("Accusation") filed on August 27, 2008, in this matter:

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1. All issues which were to be contested and all evidence which was to be presented by Complainant and Respondents at a formal hearing on the Accusation, which hearing was to be held in accordance with the provisions of the Administrative Procedure Act ("APA"), shall instead and in place thereof be submitted solely on the basis of the provisions of this Stipulation and Agreement ("Stipulation").

2. Respondents have received, read and understand the

- 2. Respondents have received, read and understand the Statement to Respondent, the Discovery Provisions of the APA and the Accusation filed by the Department of Real Estate in this proceeding.
- 3. Respondents timely filed a Notice of Defense pursuant to Section 11506 of the Government Code for the purpose of requesting a hearing on the allegations in the Accusation.

 Respondents hereby freely and voluntarily withdraw said Notice of Defense. Respondents acknowledge that they understand that by withdrawing said Notice of Defense they thereby waive their right to require the Commissioner to prove the allegations in the Accusation at a contested hearing held in accordance with the provisions of the APA and that they will waive other rights afforded to them in connection with the hearing such as the right to present evidence in their defense and the right to cross-examine witnesses.
 - 4. This Stipulation is based on the factual. allegations contained in the Accusation. In the interest of

expedience and economy, Respondents choose not to contest these allegations, but to remain silent and understand that, as a result thereof, these factual allegations, without being admitted or denied, will serve as a prima facie basis for the disciplinary action stipulated to herein. The Real Estate Commissioner shall not be required to provide further evidence to prove said factual allegations.

- 5. This Stipulation is made for the purpose of reaching an agreed disposition of this proceeding and is expressly limited to this proceeding and any other proceeding or case in which the Department of Real Estate ("Department"), the state or federal government, or any agency of this state, another state or federal government is involved.
- Estate Commissioner may adopt this Stipulation as his Decision in this matter thereby imposing the penalty and sanctions on Respondents' real estate licenses and license rights as set forth in the "Order" herein below. In the event that the Commissioner in his discretion does not adopt the Stipulation, it shall be void and of no effect and Respondents shall retain the right to a hearing and proceeding on the Accusation under the provisions of the APA and shall not be bound by any stipulation or waiver made herein.
- 7. The Order or any subsequent Order of the Real Estate Commissioner made pursuant to this Stipulation shall not

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constitute an estoppel, merger or bar to any further administrative or civil proceedings by the Department of Real Estate with respect to any matters which were not specifically alleged to be causes for Accusation in this proceeding but do constitute a bar, estoppel and merger as to any allegations actually contained in the Accusations against Respondent herein.

- 8. Respondents understand that by agreeing to this Stipulation, Respondents agree to pay, pursuant to Business and Professions Code Section 10148, the cost of the audit. The amount of said cost for the audit is \$2,046.56.
- 9. Respondents have received, read, and understand the "Notice Concerning Costs of Subsequent Audit". Respondents further understand that by agreeing to this Stipulation, the findings set forth below in the Determination of Issues become final, and the Commissioner may charge Respondents for the cost of any subsequent audit conducted pursuant to Business and Professions Code Section 10148 to determine if the violations have been corrected. The maximum cost of the subsequent audit will not exceed \$2,046.56.

DETERMINATION OF ISSUES

By reason of the foregoing, it is stipulated and agreed that the following determination of issues shall be made:

I.

The conduct, acts or omissions of PIONEER FINANCIAL CORPORATION and GRACE C. HU, as described in Paragraph 4, above,

are in violation of Section 10240 of the Business and Professions Code ("Code") and Section 2840 of Title 10, Chapter 6 of the California Code of Regulations ("Regulations") and is a basis for discipline of Respondents' license and license rights as violation of the Real Estate Law pursuant to Code Section 10177(d).

II.

The conduct, acts or omissions of RMCER CORPORATION and GRACE C. HU, as described in Paragraph 4, above, are in violation of Code Section 10145 and Regulation 2832(d) and is a basis for discipline of Respondents' license and license rights as violation of the Real Estate Law pursuant to Code Section 10177(d).

III.

The conduct, acts or omissions of GRACE C. HU, as described in Paragraph 4, above, constitutes a failure to keep PIONEER FINANCIAL CORPORATION and RMCER CORPORATION in compliance with the Real Estate Law during the time that Respondent was the officer designated by a corporate broker licensee in violation of Section 10159.2 of the Code. This conduct is a basis for the suspension or revocation of Respondent's license pursuant to Code Section 10177(h).

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ORDER

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WHEREFORE, THE FOLLOWING ORDER is hereby made:

I.

All licenses and licensing rights of Respondents

PIONEER FINANCIAL CORPORATION and RMCER CORPORATION, under the

Real Estate Law are suspended for a period of sixty (60) days

from the effective date of this Decision; provided, however, that

if Respondents request, the initial thirty (30) days of said

suspension (or a portion thereof) shall be stayed upon condition

that:

- RMCER CORPORATION pay a monetary penalty pursuant to Section 10175.2 of the Business and Professions Code at the rate of \$33.33 per day for each day of the suspension for a monetary penalty of \$1,000 each, totaling \$2,000.
- 2. Said payment shall be in the form of a cashier's check or certified check made payable to the Recovery Account of the Real Estate Fund. Said check must be received by the Department prior to the effective date of the Decision in this matter.
- 3. No further cause for disciplinary action against the real estate licenses of Respondents occurs within two (2) years from the effective date of the Decision in this matter.
- 4. If Respondents fail to pay the monetary penalty in accordance with the terms of the Decision, the Commissioner may,

without a hearing, order the immediate execution of all or any part of the stayed suspension, in which event the Respondents shall not be entitled to any repayment nor credit, prorated or otherwise, for money paid to the Department under the terms of this Decision.

- 5. If Respondents pay the monetary penalty and if no further cause for disciplinary action against the real estate license of Respondent occurs within two (2) years from the effective date of the Decision, the stay hereby granted shall become permanent
- B. The remaining thirty (30) days of the sixty (60) day suspension shall be stayed for two (2) years upon the following terms and conditions:
- (a) Respondents shall obey all laws, rules and regulations governing the rights, duties and responsibilities of a real estate licensee in the State of California; and
- after hearing or upon stipulation, that cause for disciplinary action occurred within two (2) years from the effective date of this Decision. Should such a determination be made, the Commissioner may, in his discretion, vacate and set aside the stay order and reimpose all or a portion of the stayed suspension. Should no such determination be made, the stay imposed herein shall become permanent.

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II.

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All licenses and licensing rights of Respondent

GRACE C. HU under the Real Estate Law are suspended for a period

of sixty (60) days from the effective date of this Decision;

provided, however, that sixty (60) days of said suspension shall

be stayed for two years upon the following terms and conditions:

- (1) Respondent shall obey all laws, rules and regulations governing the rights, duties and responsibilities of a real estate licensee in the State of California; and
- after hearing or upon stipulation, that cause for disciplinary action occurred within two (2) years from the effective date of this Decision. Should such a determination be made, the Commissioner may, in his discretion, vacate and set aside the stay order and reimpose all or a portion of the stayed suspension. Should no such determination be made, the stay imposed herein shall become permanent.

III.

Pursuant to Section 10148 of the Business and

Professions Code, Respondents PIONEER FINANCIAL CORPORATION,
RMCER CORPORATION and GRACE C. HU, shall be jointly and severally
liable to pay the Commissioner's reasonable cost for (a) the
audit which led to this disciplinary action (b) a subsequent
audit to determine if Respondents are now in compliance with the
Real Estate Law. The cost of the audit which led to this

disciplinary action is \$2,046.56. In calculating the amount of the Commissioner's reasonable cost, the Commissioner may use the estimated average hourly salary for all persons performing audits of real estate brokers, and shall include an allocation for travel time to and from the auditor's place of work. Said amount for the prior and subsequent audits shall not exceed \$4,093.12

Respondents shall pay such cost within 60 days of receiving an invoice from the Commissioner detailing the activities performed during the audit and the amount of time spent performing those activities.

The Commissioner may suspend the license of Respondents pending a hearing held in accordance with Section 11500, et seq., of the Government Code, if payment is not timely made as provided for herein, or as provided for in a subsequent agreement between the Respondent and the Commissioner. The suspension shall remain in effect until payment is made in full or until Respondents enter into an agreement satisfactory to the Commissioner to provide for payment, or until a decision providing otherwise is adopted following a hearing held pursuant to this condition.

IV.

All licenses and licensing rights of Respondent GRACE

C. HU are indefinitely suspended unless or until Respondent

provides proof satisfactory to the Commissioner, of having taken

and successfully completed the continuing education course on

trust fund accounting and handling specified in paragraph (3) of

subdivision (a) of Section 10170.5 of the Business and Professions Code. Proof of satisfaction of this requirement includes evidence that respondent has successfully completed the trust fund account and handling continuing education course within 120 days prior to or by the effective date of the Decision in this matter.

V.

- A. Respondent GRACE C. HU, shall not conduct brokercontrolled escrows pursuant to California Financial Code Section
 17006(a)(4) as long as the California Department of Corporation
 escrow agent employment bar order is in effect pursuant to the
 Department of Corporation's stipulation of February 9, 2005 re
 the Notice of Intention to Issue Order Pursuant to California
 Financial Code Sections 17608 and 17423.
- B. Respondents PIONEER FINANCIAL CORPORATION and RMCER CORPORATION, shall not conduct broker-controlled escrows pursuant to California Financial Code Section 17006(a)(4) as long as the GRACE C. HU is the designated officer; and
- c. This provision herein shall not constitute a waiver of any defense, including specifically a Statute of Limitations defense, related to the Department of Corporation stipulation mentioned herein.

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DATED: 1-8-09

E.J/~~

ELLIOTT MAC LENNAN, Counsel for the Department of Real Estate

EXECUTION OF THE STIPULATION

We have read the Stipulation and discussed it with our counsel. Its terms are understood by us and are agreeable and acceptable to us. We understand that we are waiving rights given to us by the California Administrative Procedure Act (including but not limited to Sections 11506, 11508, 11509 and 11513 of the Government Code), and we willingly, intelligently and voluntarily waive those rights, including the right of requiring the Commissioner to prove the allegations in the Accusation at a hearing at which we would have the right to cross-examine witnesses against us and to present evidence in defense and mitigation of the charges.

MAILING AND FACSIMILE

Respondents (1) shall <u>mail</u> the original signed signature page of the stipulation herein to Elliott Mac Lennan: Attention: Legal Section, Department of Real Estate, 320 W. Fourth St., Suite 350, Los Angeles, California 90013-1105.

Additionally, Respondents shall also (2) <u>facsimile</u> a copy of

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signed signature page, to the Department at the following facsimile number: 213.576.6917, Attention: Elliott Mac Lennan.

terms and conditions of this stipulation. Respondents agree, acknowledge and understand that by electronically sending to the Department a facsimile copy of Respondents' actual signature as they appear on the stipulation that receipt of the facsimile copy by the Department shall be as binding on Respondents as if the Department had received the original signed stipulation.

DATED: 1-27-09

PIONEER FINANCIAL CORPORATION, a corporate real estate broker, BY: GRACE C. HU D.O., Respondent

DATED: 1-27-09

RMCER FINANCIAL CORPORATION, a corporate real estate broker, BY: GRACE C. HU D.O., Respondent

DATED: 1-27-09

GRACE C. HU, individually and as designated officer of Pioneer Financial Corporation and RMCER Corporation, Respondent

DATED: 1-27-09

ROSE POTHIER, ESQ.
Attorney for Respondents
Approved as to form

The foregoing Stipulation and Agreement is hereby =2 adopted as my Decision as to Respondents PIONEER FINANCIAL CORPORATION, RMCER CORPORATION and GRACE C. HU, individually and as designated officer of Pioneer Financial Corporation and RMCER Corporation, and shall become effective at May 13 2009. 12 o'clock noon on IT IS SO ORDERED JEFF DAVI Real Estate Commissioner

ELLIOTT MAC LENNAN, SBN 66674 FILED Department of Real Estate 320 West 4th Street, Ste. 350 Los Angeles, California 90013-1105 AUG 2.7 2008 3 Telephone: (213) 576-6911 (direct) DEPARTMENT/OF REAL ESTATE (213) 576-6982 (office) -or-5 6 7 8 BEFORE THE DEPARTMENT OF REAL ESTATE 9 STATE OF CALIFORNIA 10 No. H-35244 LA In the Matter of the Accusation of 11 ACCUSATION 12 PIONEER FINANCIAL CORPORATION; RMCER CORPORATION doing business 13 as Re/Max of Cerritos; and GRACE C. HU, individually and 14 as designated officer of Pioneer Financial Corporation and 15 RMCER Corporation, 16 Respondents. 17 18 The Complainant, Robin Trujillo, a Deputy Real Estate 19 Commissioner of the State of California, for cause of Accusation 20 against PIONEER FINANCIAL CORPORATION, RMCER CORPORATION doing 21 business as e/Max of Cerritos; and GRACE C. HU, individually and 22 as designated officer of Pioneer Financial Corporation and RMCER 23 Corporation, alleges as follows: 25 111

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1.

The Complainant, Robin Trujillo, acting in her official capacity as a Deputy Real Estate Commissioner of the State of California, makes this Accusation against PIONEER FINANCIAL CORPORATION, RMCER CORPORATION and GRACE C. HU.

2.

All references to the "Code" are to the California
Business and Professions Code and all references to "Regulations"
are to Title 10, Chapter 6, California Code of Regulations.

LICENSE HISTORY

3.

- A. At all times mentioned, PIONEER FINANCIAL CORPORATION ("PIONEER") was licensed or had license rights issued by the Department of Real Estate ("Department") as a real estate broker.
- B. At all times material herein, PIONEER was licensed by the Department of Real Estate of the State of California (hereinafter "Department") as a corporate real estate broker by and through HU, as the designated officer and broker responsible, pursuant to Code Section 10159.2 of the Business and Professions Code for supervising the activities requiring a real estate license conducted on behalf PIONEER of by PIONEER's officers, agents and employees, including HU. PIONEER was originally licensed as a corporate real estate broker on March 17, 1994. HU has been the designated officer since March 1, 2004.

At all times mentioned, RMCER CORPORATION ("RMCER") was licensed or had license rights issued by the Department of Real Estate ("Department") as a real estate broker. At all times material herein, RMCER was licensed by the Department of Real Estate of the State of California (hereinafter "Department") as a corporate real estate broker by and through HU, as the designated officer and broker responsible, pursuant to Code Section 10159.2 of the Business and Professions Code for supervising the activities requiring a real estate license conducted on behalf RMCER of by RMCER's officers, agents and employees, including HU. RMCER was originally licensed as a corporate real estate broker on December 17, 2007. HU has been the designated officer since December 17, 2003; and; At all times material herein, HU was licensed by the Department as a real estate broker. HU was initially licensed as a real estate broker on September 6, 1985. BROKERAGE At all times mentioned, in the City of Artesia, County of Los Angeles, PIONEER acted as a real estate broker conducting licensed activities within the meaning of Code Section 10131(d) by operating a mortgage and loan brokerage. PIONEER engaged in activities with the public wherein lenders and borrowers were solicited for loans secured directly or collaterally by liens on real property, wherein such loans were 26 arranged, negotiated, processed and consummated on behalf of

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others for compensation or in expectation of compensation and for fees often collected in advance; and

B. At all times mentioned, in the City of Cerritos,
County of Los Angeles, RMCER acted as a real estate broker
conducting licensed activities within the meaning of Code Section
10131(a) by operating a residential resale brokerage engaged in
the business of, acted in the capacity of, advertised or assumed
to act as a real estate broker, including the solicitation for
listings of and the negotiation of the sale of real property as
the agent of others.

FIRST CAUSE OF ACTION

PIONEER FINANCIAL CORPORATION

AUDIT EXAMINATION

5.

On July 17, 2008, the Department completed an audit examination of the books and records of PIONEER pertaining to the mortgage and loan activities described in Paragraph 4A, which require a real estate license. The audit examination covered a period of time beginning on May 1, 2006 to April 30, 2008. The audit examination revealed violations of the Code and the Regulations as set forth in the following paragraphs, and more fully discussed in Audit Report LA 070203 and the exhibits and work papers attached to said audit report.

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PIONEER FINANCIAL CORPORATION

TRUST ACCOUNT

6.

During the audit period PIONEER did not maintain a trust account pertaining to its mortgage loan activity.

VIOLATIONS OF THE REAL ESTATE LAW

7.

In the course of activities described in Paragraph 4A, above, and during the examination period described in Paragraph 5, Respondents PIONEER and HU, acted in violation of the Code and the Regulations in that they:

- (a) Failed to disclose yield spread premiums from lenders on the approved Mortgage Loan Disclosure Statement for the borrowers Wu, Chen, Lam/Trieu, McElroy, Bizarron and Botello/Avevalo in amount of \$12,677.85, in violation of Code Section 10240 and Regulation 2840; and
- (b) Used the fictitious name of "Pioneer Financial Company", to conduct licensed activities including mortgage loans without holding a license bearing said fictitious business name, in violation of Code Section 10159.5 and Regulation 2731.

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DISCIPLINE STATUTES AND REGULATIONS

8.

Paragraph 7, above, violated the Code and the Regulations as set

forth below:

PARAGRAPH

7(a)

7 (b)

PROVISIONS VIOLATED

The conduct of Respondents PIONEER and HU described in

Code Section 10240 and Regulation

Code Section 10159.5 and Regulation

The foregoing violations constitutes cause for the suspension or revocation of the real estate license and license rights of PIONEER and HU, under the provisions of Code Sections 10177(d) for violation of the Real Estate Law and/or 10177(g) for negligence.

SECOND CAUSE OF ACTION

RMCER CORPORATION

AUDIT EXAMINATION

9.

On June 30, 2008, the Department completed an audit examination of the books and records of PIONEER pertaining to the mortgage and loan activities described in Paragraph 4, which require a real estate license. The audit examination covered a period of time beginning on May 1, 2006 to April 30, 2008. The

audit examination revealed violations of the Code and the 1 Regulations as set forth in the following paragraphs, and more 2 fully discussed in Audit Report LA 070204 and the exhibits and 3 work papers attached to said audit report. 4 PIONEER FINANCIAL CORPORATION 5 TRUST ACCOUNT 6 10. 7 During the audit period PIONEER did not maintain a 8 9 trust account pertaining to its residential resale activity. 10 VIOLATIONS OF THE REAL ESTATE LAW 11 11. 12 In the course of activities described in Paragraph 4B, 13 above, and during the examination period described in Paragraph 14 9, Respondents RMCER and HU, acted in violation of the Code and 15 the Regulations in that they: 16 (a) Misrepresented to sellers Lopez, Cayabyab, Wu, 17 Ojeda and Ibarra that RMCER held a earnest money deposits from 18 buyers in total amount of \$36,100, in violation of Section 19 10176(a) and/or 10177(g); and 20 (b) Failed to place trust funds, including earnest 21 money deposits, accepted on behalf of another into the hands of 22 23 the owner of the funds, a neutral escrow depository or into a 24 trust fund account in the name of the trustee at a bank or other 25 financial institution not later than three business days 26 following receipt of the funds by the broker or by the broker's

salesperson, as required by Code Section 10145 and Regulation 2832(d).

DISCIPLINE STATUTES AND REGULATIONS

12.

The conduct of Respondents RMCER and HU described in Paragraph 7, above, violated the Code and the Regulations as set forth below:

PARAGRAPH	PROVISIONS VIOLATED
11(a)	Code Sections 10176(a) and 10177(g)
11 (b)	Code Section 10145 and Regulation
	2732(d)

The foregoing violations constitutes cause for the suspension or revocation of the real estate license and license rights of RMCER and HU, under the provisions of Code Sections 10177(d) for violation of the Real Estate Law and/or 10177(g) for negligence.

THIRD OF ACTION

NEGLIGENCE

13.

The overall conduct of Respondents PIONEER, RMCER and HU constitutes negligence or incompetence. This conduct and violation are cause for the suspension or revocation of the real estate license and license rights of said Respondents pursuant to the provisions of Code Section 10177(g).

SUPERVISION AND COMPLIANCE

14.

failure on her part, as officer designated by a corporate broker

licensee, to exercise the reasonable supervision and control over

the licensed activities of PIONEER and RMCER as required by Code

Section 10159.2, and to keep PIONEER and RMCER in compliance with

revocation of the real estate license and license rights of HU

the Real Estate Law, and is cause for the suspension or

pursuant to the provisions of Code Section 10177(h).

The overall conduct of Respondent HU constitutes a

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WHEREFORE, Complainant prays that a hearing be conducted on the allegations of this Accusation and that upon proof thereof, a decision be rendered imposing disciplinary action against the license and license rights of Respondents PIONEER FINANCIAL CORPORATION, RMCER CORPORATION, and GRACE C. HU, under the Real Estate Law (Part 1 of Division 4 of the Business and Professions Code) and for such other and further relief as may be proper under other applicable provisions of law. Dated at Los Angeles, California this 21 days august 2006.

Deputy Real Estate Commissioner

cc:

Pioneer Financial Corporation RMCER Corporation c/o Grace C. Hu D.O. Robin Trujillo Sacto Audits - Dorcas Cheng