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Department of Real Estate P.O. Box 187007 Sacramento, CA 95818-7007

Telephone: (916) 227-0781

By Anne Shawver

BEFORE THE DEPARTMENT OF REAL ESTATE

STATE OF CALIFORNIA

In the Matter of the Accusation of SELECTIVE LOAN SERVICING, INC., ROLF BAADE HOFSTAD, and MICHELE BELL,

Respondents.

In the Matter of the Accusation of No. H-9223 SF

ROLF BAADE HOFSTAD, STIPULATION AND AGREEMENT

Respondent.

It is hereby stipulated by and between SELECTIVE LOAN SERVICING, INC., ROLF BAADE HOFSTAD, and MICHELE BELL (hereafter "Respondents") and their attorney, Frank M. Buda, and the Complainant, acting by and through Truly Sughrue, Counsel for the Department of Real Estate, as follows for the purpose of settling and disposing the Accusations H-9222 SF and H-9223 SF filed on April 29, 2005 in these matters:

1. All issues which were to be contested and all evidence which was to be presented by Complainant and Respondents

H-9222 SF & H-9223 SF 01/03/06

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- 2. Respondents have received, read and understand the Statement to Respondent, and the Discovery Provisions of the APA filed by the Department of Real Estate in this proceeding.
- Defense on Accusations H-9222 SF and H-9223 SF pursuant to
 Section 11505 of the Government Code for the purpose of
 requesting a hearing on the allegations in the Accusations.
 Respondents hereby freely and voluntarily withdraw said Notice of
 Defenses. Respondents acknowledge that they understand that by
 withdrawing said Notice of Defense they will thereby waive their
 rights to require the Commissioner to prove the allegations in
 the Accusations 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 defense of the allegations in the
 Accusation and the right to cross-examine witnesses.
- 4. This stipulation is based on the factual allegations contained in the Accusations H-9222 SF and H-9223 SF. In the interest of expediency and economy, Respondents choose not to contest these factual allegations, but to remain silent and

understands that, as a result thereof, these factual statements will serve as a prima facie basis for the "Determination of Issues" and "Order' set forth below. The Real Estate Commissioner shall not be required to provide further evidence to prove such allegations.

- 5. This Stipulation and Respondents decision not to contest the Accusations are made for the purpose of reaching an agreed disposition of this proceeding and are expressly limited to this proceeding and any other proceeding or case in which the Department of Real Estate (herein "the Department"), the state or federal government, an agency of this state, or an agency of another state is involved.
- 6. Respondent SELECTIVE LOAN SERVICING (hereinafter "SLS"), and Respondent ROLDF BAADE HOFSTAD (hereinafter "HOFSTAD") understand that by agreeing to this Stipulation and Agreement for Accusation H-9222 SF, they agree to pay, pursuant to Section 10148 of the California Business and Professions Code, the cost of the audit, Audit No. OK030042, which resulted in the determination that Respondent committed the trust fund violation(s) found in Paragraph I and II, below, of the Determination of Issues. The amount of said costs is \$2,528.40.
- 7. SLS and HOFSTAD further understand that by agreeing to this Stipulation and Agreement in Settlement of Accusation H-9222 SF, the findings set forth below in the Determination Of Issues become final, and that the Commissioner may charge said Respondents for the costs of any audit conducted

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pursuant to Section 10148 of the California Business and Professions Code to determine if the violations have been corrected. The maximum costs of said audit shall not exceed \$2,528.40.

- 8. Respondent HOFSTAD understands that by agreeing to this Stipulation and Agreement for Accusation H-9223 SF, he agrees to pay, the cost of the audit, Audit No. OK030069, which resulted in the determination that Respondent committed the violation(s) found in Paragraph IV, below, of the Determination of Issues. The amount of said costs is \$2,157.40.
- 9. HOFSTAD further understands that by agreeing to this Stipulation and Agreement in Settlement of Accusation H-9223 SF, the findings set forth below in the Determination Of Issues become final, and that the Commissioner may charge said Respondents for the costs of any audit conducted to determine if the violations have been corrected. The maximum costs of said audit shall not exceed \$2,157.40.
- 8. It is understood by the parties that the Real Estate Commissioner may adopt the Stipulation and Agreement as his decision in this matter thereby imposing the penalty and sanctions on the real estate licenses and license rights of Respondent as set forth in the below "Order". In the event that the Commissioner in his discretion does not adopt the Stipulation and Agreement, it shall be void and of no effect, and Respondents shall retain the right to a hearing and proceeding on the

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Accusations under all the provisions of the APA and shall not be bound by any admission or waiver made herein.

9. The Order or any subsequent Order of the Real Estate Commissioner made pursuant to this Stipulation and Agreement shall not 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.

* * *

DETERMINATION OF ISSUES

By reason of the foregoing stipulations and waivers and solely for the purpose of settlement of the pending Accusations
H-9222 SF and H-9223 SF without a hearing, it is stipulated and agreed that the following determination of issues shall be made:

Ι

The acts and omissions of <u>SLS</u> as described in the Accusation H-9222 SF are grounds for the suspension or revocation of SLS license and license rights under the following sections of the Code and Regulations:

- (a) As to Paragraph VIII and IX under Section 10145 of the Code, and Section 2832 of the Regulations in conjunction with Section 10177(d) of the Code;
- (b) As to Paragraph X under Section 2832.1 of the Regulations in conjunction with Section 10177(d) of the Code;
 - (c) As to Paragraph XI under Section 2834 of the

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Regulations	ın	conjunction	with	Section	10177(a)	ΟĪ	the	Code;

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The acts and omissions of HOFSTAD as described in the Accusation H-9222 SF are grounds for the suspension or revocation of HOFSTAD's license and license rights under the following sections of the Code and Regulations:

- (a) As to Paragraph XI under Section 2834 of the Code in conjunction with Section 10177(d) of the Code.
- (b) As to Paragraph XIII under Section 10177(h) of the Code.

III

The acts and omissions of Respondent MICHELE BELL (hereinafter "BELL") as described in the Accusation H-9222 SF are grounds for the suspension or revocation of BELL's license and license rights under Section 10130 of the Code.

IV

The acts and omissions of HOFSTAD as described in the Accusation H-9223 SF are grounds for the suspension or revocation of HOFSTAD's license and license rights under the following sections of the Code and Regulations:

- (a) As to Paragraph VI under Section 10240 and 10241 of the Code, and Section 2840 of the Regulations in conjunction with Section 10177(d) of the Code;
- (b) As to Paragraph VIII under Section 10229(a) of the Code in conjunction with Section 10177(d) of the Code;
- (c) As to Paragraph IX(a) under Section 10232(e) of the Code in conjunction with Section 10177(d) of the Code;

As to Paragraph IX(b) and (c) under Section (d) 1 10232.5 of the Code in conjunction with Section 10177(d) of the 2 Code: 3 Δ ORDER 5 Ι 6 All licenses and licensing rights of SLS under the Real 7 Estate Law are suspended for a period of thirty (30) days from 8 the effective date of this Order; provided, however, that: 9 1) Thirty (30) days of said suspension shall be stayed, upon the 10 condition that SLS petition pursuant to Section 10175.2 of the 11 12 Business and Professions Code and pays a monetary penalty 13 pursuant to Section 10175.2 of the Business and Professions 14 Code at a rate of \$100 for each day of the suspension for a 15 total monetary penalty of \$3,000. 16 a) Said payment shall be in the form of a cashier's check or 17 certified check made payable to the Recovery Account of the 18 Real Estate Fund. Said check must be delivered to the 19 Department prior to the effective date of the Order in this 20 matter. 21 b) No further cause for disciplinary action against the Real 22 Estate licenses of SLS occurs within two (2) years from the 23 effective date of the decision in this matter. 24 c) If SLS fails to pay the monetary penalty as provided above 25 prior to the effective date of this Order, the stay of the 26 suspension shall be vacated as to that Respondent and the 27

- d) If said Respondent pays the monetary penalty and any other moneys due under this Stipulation and Agreement and if no further cause for disciplinary action against the real estate license of said Respondent occurs within two (2) years from the effective date of this Order, the entire stay hereby granted under Paragraph I of this Order, as to said Respondent only, shall become permanent.
- 2) Pursuant to Section 10148 of the Business and Professions

 Code, SLS shall jointly and severally with HOFSTAD pay the sum of \$2,528.40 for the Commissioner's cost of the audit, Audit No. OK030042, which led to Accusation H-9222 SF. Respondents shall pay such cost within forty-five (45) days of receiving an invoice therefor from the Commissioner. The Commissioner may suspend the SLS's license 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 Respondent enters 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.

)	Pursuant to Section 10148 of the Business and Professions
	Code, SLS shall jointly and severally with HOFSTAD pay the
	Commissioner's reasonable cost, not to exceed \$2,528.40, for
	an audit to determine if Respondents have corrected the trust
	fund violation(s) found in Paragraph I and II of the
	Determination of Issues. 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.
	Respondent shall pay such cost within forty-five (45) days of
	receiving an invoice therefor from the Commissioner detailing
	the activities performed during the audit and the amount of
	time spent performing those activities. The Commissioner may
	suspend SLS's license 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 Respondent and
	the Commissioner. The suspension shall remain in effect until
	payment is made in full or until Respondent enters 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.

II

All licenses and licensing rights of HOFSTAD under the Real Estate Law are suspended for a period of thirty (30) days from

the effective date of this Order; provided, however, that:

- 1) Thirty (30) days of said suspension shall be stayed, upon the condition that HOFSTAD petition pursuant to Section 10175.2 of the Business and Professions Code and pays a monetary penalty pursuant to Section 10175.2 of the Business and Professions Code at a rate of \$100 for each day of the suspension for a total monetary penalty of \$3,000.
 - a) 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 delivered to the Department prior to the effective date of the Order in this matter.
 - Estate licenses of said Respondent occurs within two (2) years from the effective date of the decision in this matter.
 - above prior to the effective date of this Order, the stay of the suspension shall be vacated as to that Respondent and the order of suspension shall be immediately executed, under this Paragraph II of this Order, in which event the said Respondent shall not be entitled to any repayment nor credit, prorated or otherwise, for the money paid to the Department under the terms of this Order.
 - d) If HOFSTAD pays the monetary penalty and any other moneys due under this Stipulation and Agreement and if no further

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- 2) HOFSTAD shall, within six (6) months from the effective date of this Decision, take and pass the Professional Responsibility Examination administered by the Department including the payment of the appropriate examination fee. If HOFSTAD fails to satisfy this condition, the Commissioner may order suspension of the license until Respondent passes the examination.
- 3) HOFSTAD shall, prior to the effective date of this Decision, submit proof satisfactory to the Commissioner of having taken and successfully completed the continuing education course on trust fund accounting and handling specified in subdivision (a) of Section 10170.5 of the Business and Professions Code. Proof of satisfaction of this requirement includes evidence that HOFSTAD has successfully completed the trust fund account and handling continuing education course within 120 days prior to the effective date of the Decision in this matter. If HOFSTAD fails to satisfy this condition, the Commissioner may order the suspension of HOFSTAD's license until HOFSTAD presents proof that she has successfully completed the trust fund course.
- 4) Pursuant to Section 10148 of the Business and Professions

 Code, HOFSTAD shall jointly and severally with SLS pay the sum

Code, HOFSTAD shall jointly and severally with SLS pay the Commissioner's reasonable cost, not to exceed \$2,528.40, for an audit to determine if Respondents have corrected the trust fund violation(s) found in Paragraph I and II of the Determination of Issues. 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.

Respondent shall pay such cost within forty-five (45) days of receiving an invoice therefor from the Commissioner detailing the activities performed during the audit and the amount of

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- 6) HOFSTAD shall pay the sum of \$2,528.40 for the Commissioner's cost of the audit, Audit No. OK030069, which accusation H-9223 SF. Respondent shall pay such cost within forty-five (45) days of receiving an invoice therefor from the Commissioner. The Commissioner may suspend HOFSTAD's license 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 Respondent enters 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.
- 7) HOFSTAD shall pay the Commissioner's reasonable cost, not to exceed \$2,157.40, for an audit to determine if Respondents have corrected the violation(s) found in Paragraph IV of the

Determination of Issues. 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. Respondent shall pay such cost within forty-five (45) days of receiving an invoice therefor from the Commissioner detailing the activities performed during the audit and the amount of time spent performing those activities. The Commissioner may suspend HOFSTAD's license 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 Respondent and the Commissioner. The suspension shall remain in effect until payment is made in full or until Respondent enters 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.

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All licenses and licensing rights of BELL under the Real Estate Law are publicly reproved.

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Counsel for Complainant

I have read the Stipulation and Agreement, discussed it with my counsel, and its terms are understood by me and are agreeable and acceptable to me. I understand that I am waiving rights given to me by the California Administrative Procedure Act, and I 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 I would have the right to cross-examine witnesses against me and to present evidence in defense and mitigation of the charges.

1-3-06 DATED SLECTIVE LOAN SERVICING, INC. Respondent

Respondent

Respondent

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15 -H-9222 SF & H-9223 SF 01/03/05

I have reviewed the Stipulation and Agreement as to form and content and have advised my client accordingly. FRANK M. BUDA Attorney for Respondents The foregoing Stipulation and Agreement is hereby adopted as my Decision and shall become effective at 12 o'clock _, 2006. February 14 noon on . IT IS SO ORDERED . JEFF DAVI Real estate Commissioner

DEIDRE L. JOHNSON, Counsel SBN 66322
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Telephone: (916) 227-0789

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DEPARTMENT OF REAL ESTATE

By K Contraras

BEFORE THE DEPARTMENT OF REAL ESTATE STATE OF CALIFORNIA

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In the Matter of the Accusation of)

SELECTIVE LOAN SERVICING, INC.,) NO. H-9222 SF ROLF BAADE HOFSTAD, and)

MICHELE BELL,) ACCUSATION

Respondents.

The Complainant, E. J. HABERER II, a Deputy Real Estate
Commissioner of the State of California, for causes of Accusation
against SELECTIVE LOAN SERVICING, INC., ROLF BAADE HOFSTAD, and
MICHELE BELL, is informed and alleges as follows:

PRELIMINARY ALLEGATIONS

Τ

Respondents SELECTIVE LOAN SERVICING, INC., ROLF BAADE HOFSTAD, and MICHELE BELL are presently licensed and/or have license rights under the Real Estate Law, Part 1 of Division 4 of the California Business and Professions Code (hereafter the Code).

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The Complainant, E. J. HABERER II, a Deputy Real Estate
Commissioner of the State of California, makes this Accusation
against Respondents in his official capacity and not otherwise.

III

At all times herein mentioned, Respondent SELECTIVE LOAN SERVICING, INC. (hereafter SLS) was licensed by the State of California Department of Real Estate (hereafter the Department) as a real estate broker corporation.

ΙV

At all times herein mentioned, Respondent ROLF BAADE HOFSTAD (hereafter HOFSTAD) was licensed by the Department as an individual real estate broker, and as the designated broker officer of SLS.

V

At all times herein mentioned, Respondent MICHELE BELL (hereafter BELL) was and is licensed by the Department as an individual real estate salesperson, was employed by or associated with Respondent HOFSTAD as her employing broker of record, and was the sole stockholder of SLS. At no time herein was BELL licensed in the employ of Respondent SLS.

VΙ

Within the last three years, Respondent SLS engaged in the business of, acted in the capacity of, advertised, or assumed to act as a real estate broker within the State of California, including the operation and conduct of a mortgage loan brokerage business with the public wherein SLS primarily serviced secured loans on behalf of borrowers and lenders/investors.

FIRST CAUSE OF ACTION

VII

Beginning in or about December of 2003, the Department conducted an audit of the books and records of Respondent SLS

for the time period of January 1, 2003 to December 31, 2003 (hereafter the audit period), as set forth in more detail in Department Audit Report No. OK 03-0042, dated February 18, 2004, and all accompanying working papers and exhibits.

VIII

In acting as a mortgage loan broker as alleged above, Respondent SLS maintained a trust account at Bank of the West in San Jose, California, in the name of "Selective Loan Servicing Trust Account," number 015-007674. Respondent SLS failed to deposit and maintain trust funds in a trust account, or in a neutral escrow depository, or to deliver them into the hands of the owners of the funds as required by Section 10145 of the Code, in such a manner that as of September 30, 2003, there was a trust fund shortage in the approximate amount of \$12,773.00.

IX

Respondent SLS failed to deposit and maintain trust funds in a trust account, or in a neutral escrow depository, or to deliver them into the hands of the owners of the funds as required by Section 10145 of the Code, in such a manner that as of December 31, 2003, there was a trust fund shortage in the approximate amount of \$5,978.56.

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In connection with the receipt and disbursement of trust funds as above alleged, Respondent SLS failed to obtain the prior written consent of the principals for the reduction of the aggregate balance of trust funds in the trust account to an amount less than the existing aggregate trust fund liability to the

owners of said funds, in conformance with Section 2832.1 of Title 10, California Code of Regulations (hereafter the Regulations).

XΙ

In connection with the receipt and disbursement of trust funds as above alleged, Respondents SLS and HOFSTAD authorized or permitted withdrawals to be made from the trust account on the signature of Michele Bell when she was not licensed by the Department in the employ of SLS, and when she did not have specific written authorization from HOFSTAD pursuant to Section 2834 of the Regulations.

XII

Within the last three years, when Respondent BELL was employed by HOFSTAD, Respondent BELL performed activities for which a real estate license is required on behalf of Respondent SLS in various secured loan transactions, for or in expectation of compensation, including but not limited to the execution of loan servicing agreements with clients Robert and Lizanne Manseau, and John and Hyzy Hornyak, in or about November of 2002.

XIII

The acts and/or omissions of Respondent BELL as alleged above violate Section 10130 of the Code, and constitute grounds for disciplinary action against BELL pursuant to Sections 10137 and 10177(d) of the Code.

XIV

The above acts and/or omissions of Respondent SLS, in employing and/or compensating BELL when BELL was not duly licensed in the employ of SLS by the Department, constitute grounds for

disciplinary action against SLS pursuant to Section 10137 of the Code.

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The acts and/or omissions of Respondent SLS as alleged above constitute grounds for disciplinary action under the following provisions:

- (a) As to Paragraphs VIII and IX, under Section 10145 of the Code, and Section 2832 of the Regulations in conjunction with Section 10177(d) of the Code;
- (b) As to Paragraph X, under Section 2832.1 of the Regulations in conjunction with Section 10177(d) of the Code;
- (c) As to Paragraph XI, under Section 2834 of the Regulations in conjunction with Section 10177(d) of the Code.

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The acts and/or omissions of Respondent HOFSTAD as alleged in Paragraph XI above constitute grounds for disciplinary action under Section 2834 of the Regulations in conjunction with Section 10177(d) of the Code.

SECOND CAUSE OF ACTION

XIII

At all times mentioned herein, Respondent HOFSTAD failed to exercise reasonable supervision and control of the activities of SLS for which a real estate license is required. In particular, HOFSTAD caused, permitted, and/or ratified the

conduct described above, and/or failed to take reasonable steps to implement effective supervision that would have prevented it, including but not limited to: (a) the establishment of policies, rules, procedures, and systems to review, oversee, inspect, and manage the business including but not limited to the handling of trust funds and licensed activity, and (b) the establishment of systems for monitoring compliance with such policies, rules, procedures, and systems, to ensure compliance by the company with the Real Estate Law.

XIV

The acts and/or omissions of HOFSTAD as alleged above constitute grounds for disciplinary action under the provisions of Section 10177(h) of the Code and Section 2725 of the Regulations.

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 all licenses and license rights of Respondents 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 provisions of law.

this 2 day of April, 2005.

Dated at Oakland, California,

E. J. HABERER II

Deputy Real Estate Commissioner