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BEFORE THE DEPARTMENT OF REAL ESTATE
STATE OF CALIFORNIA

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In the Matter of the Accusation of)
) No. H-12511 SF
LAUREL PATRICIA STRAND,)
) ACCUSATION
Respondent.)

The Complainant, STEPHANIE YEE, acting in her official capacity as a
Supervising Special Investigator of the State of California, for this Accusation against LAUREL
PATRICIA STRAND ("Respondent"), is informed and alleges as follows:

1

At all times mentioned herein, Respondent was, and is presently licensed and/or
has license rights by the Department of Real Estate ("Department"), under the California
Business and Professions Code ("Code") as a real estate broker, License No. 01249017.

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At all times mentioned herein, Respondent was a broker associate, a broker acting
in the capacity of a salesperson, for Compass California II, Inc. ("Compass"), a licensed real
estate corporation, License No. 01908304.

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At all times mentioned, Respondent engaged in the business within the meaning of Section 10131(a) of the Code, including the operation and conduct of a residential resale brokerage wherein Respondent bought, sold, or offered to buy or sell, solicited or obtained listings of, and negotiated the purchase, sale or exchange of real property or business opportunities, all for or in expectation of compensation.

On or about May 2, 2020, Respondent executed a listing agreement with Darin T. and Mark C. to sell the property located at 1824 Gouldin Road, Oakland, CA 94611("Gouldin Road"). The agreement provided Compass a five percent commission of the listing price or the purchase price if a purchase agreement was entered into for the sale of Gouldin Road.

On May 13, 2020, Respondent emailed Darin T. stating "Hi Darin, Compass has come up with a new policy concerning listings. They are requiring sellers to place a \$5000 deposit at the time the listing is taken. It is not cashed, it is held in trust and refunded to sellers, at close of escrow. If sellers decide not to sell because offers are not what they want, or any other reason unrelated to Compass, the sellers forfeit the deposit. Darin, I understand the logic behind the new policy. In your case, if house does not sell this time and you list with me later, the amount would be refunded at that time---at least that is my reading of the policy..." Later that same day, Respondent emailed Darin T. and Mark C. stating "Hi Darin and Mark, this is to update you on a new listing policy with Compass. They are requesting sellers to place a \$5000 deposit at the time the listing is taken to guarantee commitment. The check is not cashed, it is held in trust and refunded to sellers at close of escrow...I will send over the addendum..."

At the time Respondent sent the emails mentioned above, Compass did not have a policy, old or new, requiring advance fees as stated in Respondent's email.

DISCOVERY DEMAND

Pursuant to Sections 11507.6, *et seq.* of the *Administrative Procedure Act*, the Department hereby makes demand for discovery pursuant to the guidelines set forth in the *Administrative Procedure Act*. Failure to provide Discovery to the Department may result in the exclusion of witnesses and documents at the hearing or other sanctions that the Office of Administrative Hearings deems appropriate.