

1 Department of Real Estate  
2 P.O. Box 137007  
3 Sacramento, CA 95813-7007

4 Telephone: (916) 576-8700

**FILED**

NOV 10 2022

DEPARTMENT OF REAL ESTATE  
By B. Nicholas

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7  
8 BEFORE THE DEPARTMENT OF REAL ESTATE  
9 STATE OF CALIFORNIA

10 \* \* \*

11 In the Matter of the Accusation of )  
12 ) No. H-12590 SF  
13 MARK GEOFFREY KAPLAN, )  
14 ) STIPULATION AND  
15 Respondent. ) AGREEMENT

16 It is hereby stipulated by and between MARK GEOFFREY KAPLAN  
17 (Respondent), and the Complainant, acting by and through Truly Sughrue, Counsel for the  
18 Department of Real Estate (Department), as follows for the purpose of settling and disposing  
19 of the Accusation filed on May 4, 2022, in this matter:

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

25 2. Respondent has received, read, and understands the Statement to  
26 Respondent, and the Discovery Provisions of the APA filed by the Department in this  
27 proceeding.

1           3.       Respondent filed a Notice of Defense pursuant to Section 11505 of the  
2 Government Code for the purpose of requesting a hearing on the allegations in the Accusation.  
3 Respondent hereby freely and voluntarily withdraws said Notice of Defense. Respondent  
4 acknowledges that Respondent understands that by withdrawing said Notice of Defense  
5 Respondent will thereby waive Respondent's rights to require the Real Estate Commissioner  
6 (Commissioner) to prove the allegations in the Accusation at a contested hearing held in  
7 accordance with the provisions of the APA, and that Respondent will waive other rights afforded  
8 to Respondent in connection with the hearing such as the right to present evidence in defense of  
9 the allegations in the Accusation and the right to cross-examine witnesses.

10           4.       This Stipulation and Agreement is based on the factual allegations  
11 contained in the Accusation. In the interest of expediency and economy, Respondent chooses not  
12 to contest these factual allegations, but to remain silent and understands that, as a result thereof,  
13 these factual statements will serve as a prima facie basis for the "Determination of Issues" and  
14 "Order" set forth below. The Commissioner shall not be required to provide further evidence to  
15 prove such allegations.

16           5.       This Stipulation and Agreement and Respondent's decision not to contest  
17 the Accusation are made for the purpose of reaching an agreed disposition of this proceeding and  
18 are expressly limited to this proceeding and any other proceeding or case in which the  
19 Department, the state or federal government, an agency of this state, or an agency of another state  
20 is involved.

21           6.       Respondent understands that by agreeing to this Stipulation and  
22 Agreement, Respondent agrees to pay, pursuant to Section 10148 of the Code, the cost of the  
23 audit, which resulted in the determination that Respondent committed the trust fund handling  
24 violation(s) found in the Determination of Issues. The amount of said costs is \$8,137.50.

25           7.       Respondent further understands that by agreeing to this Stipulation and  
26 Agreement, the findings set forth below in the Determination of Issues become final, and that  
27 the Commissioner may charge Respondent for the costs of any audit conducted pursuant to

1 Section 10148 of the Code to determine if the violations have been corrected. The maximum  
2 costs of said audit shall not exceed \$10,171.88.

3 8. It is understood by the parties that the Commissioner may adopt the  
4 Stipulation and Agreement as his decision in this matter thereby imposing the penalty and  
5 sanctions on the real estate licenses and license rights of Respondent as set forth in the below  
6 "Order". In the event that the Commissioner in his discretion does not adopt the Stipulation and  
7 Agreement, it shall be void and of no effect, and Respondent shall retain the right to a hearing  
8 and proceeding on the Accusation under all the provisions of the APA and shall not be bound by  
9 any admission or waiver made herein.

10 9. The Order or any subsequent Order of the Commissioner made pursuant to  
11 this Stipulation and Agreement shall not constitute an estoppel, merger or bar to any further  
12 administrative or civil proceedings by the Department with respect to any matters which were not  
13 specifically alleged to be causes for action in Accusation H-12590 SF.

14 \* \* \*

15 DETERMINATION OF ISSUES

16 By reason of the foregoing stipulations and waivers and solely for the purpose of  
17 settlement of the pending Accusation without a hearing, it is stipulated and agreed that the  
18 following determination of issues shall be made:

19 I

20 The acts and omissions of Respondent as described in the Accusation are  
21 grounds for the suspension or revocation of Respondent's licenses and license rights under the  
22 following sections of the Code and Title 10 of the California Code of:

23 As to Paragraph 10, under Section 10177(d) of the Code in conjunction with  
24 Section 10145 of the Code and Section 2832 of the Regulations;

25 As to Paragraph 11, under Section 10177(d) of the Code in conjunction with  
26 Section 10145 of the Code and Section 2831 of the Regulations;

1 As to Paragraph 12, under Section 10177(d) of the Code in conjunction with  
2 Section 10145 of the Code and Section 2831.1 of the Regulations;

3 As to Paragraph 13, under Section 10177(d) of the Code in conjunction with  
4 Section 2831.2 of the Regulations;

5 As to Paragraph 14, under Section 10177(d) of the Code in conjunction with  
6 Section 10145(d) of the Code; and

7 As to Paragraph 15, under Section 10177(d) of the Code in conjunction with  
8 Section 10130 of the Code. ✓

9 \* \* \*

10 ORDER

11 I

12 All licenses and licensing rights of Respondent under the Real Estate Law are  
13 suspended for a period of sixty (60) days from the effective date of this Order; provided,  
14 however, that:

15 1) Thirty (30) days of said suspension shall be stayed, upon the condition that  
16 Respondent petition pursuant to Section 10175.2 of the Code and pays a monetary penalty  
17 pursuant to Section 10175.2 of the Code at a rate of \$50 for each day of the suspension for a total  
18 monetary penalty of \$1,500.

19 a) Said payment shall be in the form of a cashier's check made payable to the  
20 Department of Real Estate. Said check must be delivered to the Department of Real Estate, Flag  
21 Section at P.O. Box 137013, Sacramento, CA 95813-7013, prior to the effective date of this  
22 Order.

23 b) No further cause for disciplinary action against the Real Estate licenses of  
24 Respondent occurs within two (2) years from the effective date of the decision in this matter.

25 c) If Respondent fails to pay the monetary penalty as provided above prior to the  
26 effective date of this Order, the stay of the suspension shall be vacated as to that Respondent and  
27 the order of suspension shall be immediately executed, under this Order, in which event the said

1 Respondent shall not be entitled to any repayment nor credit, prorated or otherwise, for the  
2 money paid to the Department under the terms of this Order.

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

7 2) Thirty (30) days of said suspension shall be stayed for two (2) years upon the  
8 following terms and conditions:

9 a) Respondent shall obey all laws, rules and regulations governing the rights, duties  
10 and responsibilities of a real estate licensee in the State of California; and,

11 b) That no final subsequent determination be made, after hearing or upon stipulation,  
12 that cause for disciplinary action occurred within two (2) years from the effective date of this  
13 Order. Should such a determination be made, the Commissioner may, in his discretion, vacate  
14 and set aside the stay order and reimpose all or a portion of the stayed suspension. Should no  
15 such determination be made, the stay imposed herein shall become permanent.

16 3) All licenses and licensing rights of Respondent are indefinitely suspended unless  
17 or until Respondent provides proof satisfactory to the Commissioner, of having taken and  
18 successfully completed the continuing education course on trust fund accounting and handling  
19 specified in paragraph (3) of subdivision (a) of Section 10170.5 of the Code. Proof of  
20 satisfaction of these requirements includes evidence that Respondent has successfully completed  
21 the trust fund account and handling continuing education courses, no earlier than 120 days prior  
22 to the effective date of the Decision and Order in this matter. Proof of completion of the trust  
23 fund accounting and handling course must be delivered to the Department of Real Estate, Flag  
24 Section at P.O. Box 137013, Sacramento, CA 95813-7013 or by fax at 916-263-8758, prior to the  
25 effective date of this Decision and Order.

26 4) Pursuant to Section 10148 of the Code, Respondent shall pay the sum of  
27 \$8,137.50 for the Commissioner's cost of the audit which led to this disciplinary action.

1 Respondent shall pay such cost within 120 days of receiving an invoice therefore from the  
2 Commissioner. Payment of audit costs should not be made until Respondent receives the  
3 invoice. If Respondent fails to satisfy this condition in a timely manner as provided for herein,  
4 Respondent's real estate license shall automatically be suspended until payment is made in full,  
5 or until a decision providing otherwise is adopted following a hearing held pursuant to this  
6 condition.

7 5) Pursuant to Section 10148 of the Code, Respondent shall pay the Commissioner's  
8 reasonable cost, not to exceed \$10,171.88, for an audit to determine if Respondent has corrected  
9 the violation(s) found in the Determination of Issues. In calculating the amount of the  
10 Commissioner's reasonable cost, the Commissioner may use the estimated average hourly salary  
11 for all persons performing audits of real estate brokers, and shall include an allocation for travel  
12 time to and from the auditor's place of work. Respondent shall pay such costs within 120 days of  
13 receiving an invoice therefore from the Commissioner. Payment of the audit costs should not be  
14 made until Respondent receives the invoice. If Respondent fails to satisfy this condition in a  
15 timely manner as provided for herein, Respondent's real estate license shall automatically be  
16 suspended until payment is made in full, or until a decision providing otherwise is adopted  
17 following a hearing held pursuant to this condition.

18 29 August 2022

19 DATED



20 TRULY SUGHRUE  
Counsel for Complainant

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22 I have read the Stipulation and Agreement, and its terms are understood by me  
23 and are agreeable and acceptable to me. I understand that I am waiving rights given to me by the  
24 California Administrative Procedure Act, and I willingly, intelligently and voluntarily waive  
25 those rights, including the right of requiring the Commissioner to prove the allegations in the  
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1 Accusation at a hearing at which I would have the right to cross-examine witnesses against me  
2 and to present evidence in defense and mitigation of the charges.

3 Respondent further agrees to send the original signed Stipulation and Agreement  
4 by mail to the following address no later than one (1) week from the date the Stipulation and  
5 Agreement is signed by Respondent: *Department of Real Estate, Legal Section, P.O. Box*  
6 *137007, Sacramento, California 95813-7007*. Respondent understands and agrees that if he fails  
7 to return the original signed Stipulation and Agreement by the due date, Complainant retains the  
8 right to set this matter for hearing.

9  
10 26 Aug 2022  
11 DATED

  
12 MARK GEOFFREY KAPLAN  
13 Respondent

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15 The foregoing Stipulation and Agreement is hereby adopted as my Decision and  
16 Order and shall become effective at 12 o'clock noon on DEC 01 2022.

17 IT IS SO ORDERED 10.18.22.

18 DOUGLAS R. McCAULEY  
19 REAL ESTATE COMMISSIONER

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