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

FILED

JAN - 4 2012

DEPARTMENT OF REAL ESTATE
BY:______

BEFORE THE DEPARTMENT OF REAL ESTATE

STATE OF CALIFORNIA

In the Matter of the Accusation of

ORACLE 4 INVESTMENTS INC. doing
business as America 1st Realty,
and Millennium Mortgage; and
JUDITH GALLARDO, individually
and as designated officer of
Oracle 4 Investments Inc.,

Respondents.

No. H-36615 LA
L-2011020979

STIPULATION
AND
AGREEMENT

It is hereby stipulated by and between Respondents ORACLE 4 INVESTMENTS INC. and JUDITH GALLARDO, individually and as designated officer of Oracle 4 Investments Inc. (sometimes collectively referred to as "Respondents"), represented by Frank M. Buda, 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 April 28, 2010, 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").

- 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.

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6. It is understood by the parties that the Real 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 her 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 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 original audit (LA080291/LA080318) is \$7,258.05.
- 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 follow-up audit will not exceed \$7,258.05.

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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 <u>ORACLE 4 INVESTMENTS INC.</u>, as described in Paragraph 4, herein above, are in violation of Section <u>10145</u> and <u>10162</u> of the Business and Professions Code ("Code") and Sections <u>2715</u>, <u>2742(c)</u>, <u>2831</u> and <u>2831.1</u> of Title 10, Chapter 6 of the California Code of Regulations ("Regulations") and is a basis for discipline of Respondent's license and license rights as violation of the Real Estate Law pursuant to Code Section 10177(d).

II.

The conduct, acts or omissions of JUDITH GALLARDO, as described in Paragraph 4, herein above, are in violation of Code Section 10159.2 and is a basis for discipline of Respondent's license and license rights as violation of the Real Estate Law pursuant to Code Section 10177(h).

ORDER

WHEREFORE, THE FOLLOWING ORDER is hereby made:

All licenses and licensing rights of Respondents ORACLE 4 INVESTMENTS

INC. and JUDITH GALLARDO, under the Real Estate Law are suspended for a period of sixty

(60) days from the effective date of this Decision:

A. Provided, however, that if Respondents request, the initial thirty (30) days of said suspension (or a portion thereof) shall be stayed upon condition that:

1. Each Respondent pays 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 total monetary penalty of \$2,000.

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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 2 Department prior to the effective date of the Decision in this matter. 3 3. No further cause for disciplinary action against the real estate license of a 4 Respondent occurs within two (2) years from the effective date of the Decision in this matter. 5 4. If a Respondent fails to pay the monetary penalty in accordance with the terms 6 of the Decision, the Commissioner may, without a hearing, order the immediate execution of all 7 or any part of the stayed suspension, in which event the Respondent shall not be entitled to any repayment nor credit, prorated or otherwise, for money paid to the Department under the terms of 9 this Decision. 10 5. If a Respondent pays the monetary penalty and if no further cause for 11 disciplinary action against the real estate license of the Respondent occurs within two (2) years 12 from the effective date of the Decision, the stay hereby granted shall become permanent. 13 B. The remaining thirty (30) days of the sixty (60) day suspension shall be stayed 14 for two (2) years upon the following terms and conditions: 15 1. Respondents shall obey all laws, rules and regulations governing the rights, 16 duties and responsibilities of a real estate licensee in the State of California; and 17 2. That no final subsequent determination be made after hearing or upon 18 stipulation, which cause for disciplinary action occurred within two (2) years from the effective 19 date of this Decision. Should such a determination be made, the Commissioner may, in his 20 discretion, vacate and set aside the stay order and reimpose all or a portion of the stayed 21 suspension. Should no such determination be made, the stay imposed herein shall become 22 23 permanent. 24 25 26 27

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Pursuant to Section 10148 of the Business and Professions Code, Respondents

ORACLE 4 INVESTMENTS INC. and JUDITH GALLARDO, shall pay the Commissioner's reasonable cost for (a) the audit which led to this disciplinary action and (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 \$7,258.05. 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 \$14,516.10. 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 Respondent 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 Respondents 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.

III.

All licenses and licensing rights of Respondent JUDITH GALLARDO, 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 the effective date of the Decision in this

matter.

IV.

Respondent JUDITH GALLARDO, shall within six (6) months from the effective

date of the Decision herein, take and pass the Professional Responsibility Examination administered by the Department including the payment of the appropriate examination fee. If Respondent fails to satisfy this condition, the Commissioner may order suspension of Respondent's license until Respondent passes the examination. The Commissioner shall afford Respondent the opportunity for a hearing pursuant to the Administrative Procedure Act to present such evidence.

V.

Respondent JUDITH GALLARDO, shall, within nine (9) months from the effective date of this Decision, present evidence satisfactory to the Real Estate Commissioner that Respondent has, since the most recent issuance of an original or renewal real estate license, taken and successfully completed the continuing education requirements of Article 2.5 of Chapter 3 of the Real Estate Law for renewal of a real estate license. If Respondent fails to satisfy this condition, the Commissioner may order the suspension of Respondent's license until Respondent presents such evidence. The Commissioner shall afford Respondent the opportunity for a hearing pursuant to the Administrative Procedure Act to present such evidence.

VI.

All licenses of Oracle 4 Investments Inc. are indefinitely suspended until such time that Oracle 4 Investments Inc. provides proof satisfactory to the Real Estate Commissioner, of being in good standing with the California Secretary of State.

VII.

 As a further condition for the Commissioner to enter into this Stipulation,

Respondents shall provide evidence satisfactory to the Real Estate Commissioner that Respondents have either repaid the excess collected credit report fees or satisfied the followers borrowers: F. Gutierrez (\$34.00), M. Becerra (\$20.00) and M. Rosales (\$30.75), totaling \$84.75. If Respondents fail to provide such evidence, the Commissioner may, without a hearing, order the immediate execution of all or any part of the stayed suspension in which event Respondent shall not be entitled to any repayment or credit, prorated or otherwise, for money paid to the Department under the terms of this Decision.

DATED: 12-7-11

ELLIOTT MAC LENNAN, Counsel for Department of Real Estate

EXECUTION OF THE STIPULATION

We have read the Stipulation and Agreement and discussed it with our attorney. 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.

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MAILING AND FACSIMILE

Respondents (1) shall mail the original signed signature page of the stipulation herein to Biliott Mac Lennan: Attention: Legal Section, Department of Real Estate, 320 W. Fourth St., Suite 350, Los Angeles, California 90013-1105. Respondents shall also (2) facsimile a copy of signed signature page, to the Department at the following telephone/fax number: (213) 576-6917, Attention: Elliott Mac Lennan.

A facsimile constitutes acceptance and approval of the terms and conditions of this stipulation. Respondents acres acknowledge and understand that by electronically sending to the Department a facsimile copy of Respondents' actual sometime as it appears 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.

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DATED: Nov. 18, 2011

ORACLE 4 INVESTMENTS INC., Respondent
By: JUDITH GALLARDO, as designated officer

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17 DATED: Nov.

Nov. 18, 2011

MDITH GALLARDO, Respondent, Individually and as designated officer

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DATED: // ____

FRANK M. BUDA, ESQ.

Attorney for Respondents
Approved as to form

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FILED ELLIOTT MAC LENNAN SBN 66674 Department of Real Estate 320 West 4th Street, Ste. 350 Los Angeles, California 90013-1105 APR, 28 2010 3 (213) 576-6911 (direct) Telephone: (213) 576-6982 (office) DEPARTMENT OF REALESTATE 4 -or-5 6 7 BEFORE THE DEPARTMENT OF REAL ESTATE 8 STATE OF CALIFORNIA 9 10 In the Matter of the Accusation of No. H-36615 LA 11 $\underline{A} \ \underline{C} \ \underline{C} \ \underline{U} \ \underline{S} \ \underline{A} \ \underline{T} \ \underline{I} \ \underline{O} \ \underline{N}$ ORACLE 4 INVESTMENTS INC. doing 12 business as America 1st Realty, 13 and Millennium Mortgage; and JUDITH GALLARDO, individually 14 and as designated officer of Oracle 4 Investments Inc., 15 Respondents. 16 17 The Complainant, Robin Trujillo, a Deputy Real Estate 18 Commissioner of the State of California, for cause of Accusation 19 against ORACLE 4 INVESTMENTS INC. dba America 1st Realty and 20 Millennium Mortgage; and JUDITH GALLARDO aka Judith Rodriguez, 21 22 individually and as designated officer of Oracle 4 Investments 23 Inc., alleges as follows: 24 111 25

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1.
omplainant, Robin Trujillo, acting

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The Complainant, Robin Trujillo, acting in her official capacity as a Deputy Real Estate Commissioner of the State of California, makes this Accusation against ORACLE 4 INVESTMENTS INC. (O4II) and JUDITH GALLARDO (GALLARDO).

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.

3.

- A. At all times mentioned, O4II and GALLARDO were licensed or had license rights issued by the Department of Real Estate (Department) as real estate brokers.
- B. At all times material herein, O4II was licensed by the Department as a corporate real estate broker by and through GALLARDO, pursuant to Code Sections 10211 and 10159.2 for supervising the activities requiring a real estate license conducted on behalf O4II.

BROKERAGE

ORACLE 4 INVESTMENTS INC.

4.

At all times mentioned, in the City of Downey, County of Los Angeles, O4II and GALLARDO acted as real estate brokers and conducted licensed activities within the meaning of:

A. Code Section 10131(a). O4II operated a residential resale brokerage America $\mathbf{1}^{\text{st}}$ Realty.

Code Section 10131(d). O4II operated a mortgage and loan brokerage dba Millennium Mortgage engaging 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 arranged, negotiated, processed and consummated on behalf of others for compensation or in expectation of compensation and for fees often collected in advance as well as at the conclusion of transactions.

AUDIT EXAMINATION

5.

On August 18, 2009, the Department completed an audit examination of the books and records of O4II pertaining to the residential resale and mortgage loan activities described in Paragraph 4 that require a real estate license. The audit examination covered a period of time beginning on May 1, 2006 to April 30, 2009. 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 080291 and LA 080318 and the exhibits and work papers attached to said audit report.

TRUST ACCOUNT

During the audit period no trust account was kept.

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VIOLATIONS OF THE REAL ESTATE LAW 1 7. 2 In the course of activities described in Paragraphs 4 3 and 6, above, and during the examination period described in 4 Paragraph 5, Respondents O4II and GALLARDO, acted in violation of 5 the Code and the Regulations in that Respondents: 6 7 Lisa Cross Complaint 8 (a)(1) Seller Lisa Cross sought to list her real 9 property located at 7800 Topanga Canyon Blvd., Apt. 303, in 10 Canoga Park, California, with America 1st Realty (A1R), the 11 residential resale brokerage and fictitious business name of O4II. 13 (a)(2) GALLARDO, O4II's designated officer, prepared 14 the documents and gave them to her assistant and marketing associate Arturo Lopez (Lopez) to handle Cross' paperwork. 16 (a)(3) O4II and GALLARDO had an agreement with Lopez as 17 an independent marketer and assistant for GALLARDO for real 18 estate transactions while Lopez studied for his real estate 19 examination with the Department to obtain a real estate license. 20 (a)(4) Weeks went where GALLARDO saw Lopez less 21 22 frequently. (a)(5) GALLARDO was unable to contact Cross and obtain 23

her authorization and sign the listing agreement for her property

described as 7800 Topanga Canyon Blvd., Apt. 303, in Canoga Park.

(a)(6) GALLARDO learned that Ms. Cross was told by

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Lopez not to call AIR because it was not necessary.

(a)(7) GALLARDO learned that Ms. Cross paid Lopez \$350 for as an appraisal fee and paid Lopez \$7,000 to be placed into escrow by Lopez for the benefit of Ms. Cross bring the arrearages in mortgage payments current.

- (a)(8) GALLARDO met with Ms. Cross on February 26, 2007 and Ms. Cross signed the cancellation of the listing with AlR on said date.
- (a)(9) GALLARDO's failure to monitor and supervise the conduct of her unlicensed assistant, Arturo Lopez, constitutes the unauthorized hiring and/or compensating of Arturo Lopez and constitutes negligence, in violation of Code Section 10137 and 10177(g).
- (b) Failed to maintain an adequate and complete control record in the form of a columnar record in chronological order of all "Trust Funds Received, Not Placed Broker's Trust Account", in violation of Code Section 10145 and Regulation 2831. Credit report fees received from escrow were not logged or recorded.
- (c) Failed to maintain an adequate and complete separate record for each beneficiary or transaction, thereby failing to account for all trust funds received, deposited and disbursed, in violation of Code Section 10145 and Regulation 2831.1. Credit report fees received from escrow were not logged or recorded.

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7.

1 (d) Failed to disclose that O4II charged credit report 2 fees in excess of the amount billed to borrowers by the credit 3 reporting company including, but not limited to, the following 4 borrowers Florencio Gutierrez, Miguel Becerra and Miguel Rosales, 5 constituting the receipt of undisclosed compensation, in 6 violation of Code Section 10176(g). 7 (e) O4II misrepresented to seller that O4II held an 8 earnest money deposit from Miguel Becerra, when O4II in fact did 9 not, in violation of Code Sections 10176(a) and/or 10177(g). 10 Mixed and commingled trust funds and personal 11 funds by depositing appraisal and credit report fees received 12 from escrow into O4II's general business operating account, These 13 trust funds were subsequently disbursed by O4II whom issued 14 checks from said account to the credit report companies after the 15 escrow checks were deposited into O4II's general account, in 16 violation of Code Sections 10145 and 10176(e). 17 (g)(1) Failed to retain a true and correct copy of a 18 Department of Real Estate approved California Mortgage Loan 19 Disclosure Statement signed by the broker for borrowers Frank 20 Bravo, J. & S. Aguilar, and Peter Castillo, in violation of Code 21 Section 10240(a) and Regulation 2840; and 22 (g)(2) Failed to provide or retain a true and correct 23 copy of a Good Faith Estimate that satisfies the requirements of 24 25 the Real Estate Settlement Procedures Act of 1974 (12 U.S.C.A 26 2601 et seq.), that (1) sets forth the broker's real estate 27 - 6 -

license number; (2) a clear and conspicuous statement on the face of the document stating that the Good Faith Estimate does not constitute a loan commitment; and, further sets forth all applicable disclosures including but not limited to (3) yield spread premiums rebates by the lender for borrowers Gutierrez, Mangone, Castaneda, Martinez, Johnson, Casa and Flores, in violation of Code Section 10240(c). (h) Failed to display the O4II's license number on O4II's Mortgage Loan Disclosure Statements to borrowers, in violation of Code Section 10236.4. (i) During years 2007 and 2008 O4II's corporate status was suspended by the California Franchise Tax Board for non payment of income tax in 2006, yet O4II continued to conduct operations to date, in violation of Code Section 10177(f) and Regulation 2742(c). (j) Failed to notify the Department of its main place of business, in violation of Code Section 1016 and Regulation 2715. /// ///

DISCIPLINARY STATUES AND REGULATIONS

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The conduct of Respondents O4II and GALLARDO described in Paragraph 7, above, violated the Code and the Regulations as 5 set forth below:

5	set forth below:	
6	PARAGRAPH	PROVISIONS VIOLATED
7		
8	7 (a)	Code Section 10137 and 10177(g)
9		
10		Code Section 10145 and Regulation
11	7 (b)	
12		2,831
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14	7(c)	Code Section 10145 and Regulation
15		2831.1
16		
17		
18	7 (d)	Code Section 10176(g)
19		
20	ll .	Code Sections 10176(a) and 10177(g)
21	7 (e)	Code Sections 101,0(a)
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24	Ł I	Code Sections 10145 and 10176(e)
25	7(f)	
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·	7(g) Code Sections 10240(a) and 10240(c)		
1	and Regulation 2840		
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3	10026 4		
4	7(h) Code Section 10236.4		
5			
6	g to destion 10177(f) and		
,	7(i) Code Section 10177(f) and		
8	Regulation 2742(c)		
9	7(j) Code Section 10162 and Regulation		
10	2715		
11	The foregoing violations constitute cause for the suspension or		
12			
13	revocation of the real estate license and license rights of O4II		
14	and GALLARDO, under the provisions of Code Sections 10176(a),		
15	10176(e), 10176(g), 10177(d) and/or 10177(g).		
16	9.		
17	The overall conduct of Respondents O4II and GALLARDO		
18	constitutes negligence. This conduct and violation are cause for		
19	disciple of the real estate license and license rights of		
20	Respondents 04II and GALLARDO pursuant to Code Section 10177(g).		
21	10.		
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24	constitutes a breach of fiduciary duty to its real estate		
25	clientele, including but not limited to Lisa Cross. This conduct		
26	and violation are cause for disciple of the real estate license		
27	and license rights of Respondents O4II and GALLARDO pursuant to		

Code Section 10177(g).

The overall conduct of Respondent GALLARDO constitutes a failure on Respondent's part, as officer designated by a corporate broker licensee, to exercise the reasonable supervision and control over the licensed activities of O4II as required by Code Section 10159.2, and to keep O4II in compliance with the Real Estate Law, and is cause for the suspension or revocation of the real estate license and license rights of GALLARDO pursuant to the provisions of Code Section 10177(h).

11.

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 ORACLE 4 INVESTMENTS INC. and JUDITH GALLARDO, 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 day of April

Deputy Real Estate Commissioner

cc: Oracle 4 Investments Inc. c/o Judith Gallardo D.O.

Robin Trujillo

Sacto

Audits - Isabel Beltran