1 2 3 4 5	Kevin H. Sun, Counsel (SBN 276539) Department of Real Estate 320 West 4th Street, Suite 350 Los Angeles, California 90013-1105 Telephone: (213) 576-6982 Fax: (213) 576-6917 Email: Kevin.Sun@dre.ca.gov Attorney for Complainant FILED FEB 2 4 2022 DEPT. OF REAL ESTATE By 3.00 By 4.00 By 4.00 By 3.00 By 4.00 By By 4.00 By By By By By By By By By		
7			
9	BEFORE THE DEPARTMENT OF REAL ESTATE		
10	STATE OF CALIFORNIA		
11	***		
12	In the Matter of the Accusation of) No. H-42259 LA		
13	LEGACY PRIVATE FUNDING, INC., and) ACCUSATION RAUL CRUZ, individually and as designated)		
14	officer of Legacy Private Funding, Inc.,		
15	Respondents.		
16			
17	The Complainant, Ruth Corral, a Supervising Special Investigator of the State of		
18	California, for cause of Accusation against LEGACY PRIVATE FUNDING, INC. and RAUL		
19	CRUZ (collectively "Respondents") alleges as follows:		
20	1.		
21	The Complainant, Ruth Corral, a Supervising Special Investigator of the State of		
22	California, makes this Accusation in her official capacity.		
23	2.		
24	All references to the "Code" are to the California Business and Professions Code		
25	and all references to "Regulations" are to Title 10, Chapter 6, California Code of Regulations.		
26	///		
27	///		

LICENSE HISTORY

3.

(LEGACY PRIVATE FUNDING, INC.)

- (a) Respondent LEGACY PRIVATE FUNDING, INC. ("LPFI") is presently licensed and/or has license rights under the Real Estate Law, Part 1 of Division 4 of the California Business and Professions Code, as a real estate corporation ("REC"), Department license ID 01923146.
- (b) The Department originally issued LPFI's corporate license on July 14, 2014. LFPI's license is scheduled to expire on July 13, 2022, unless renewed.
- (c) According to the Department's records to date, LPFI does not maintain any authorized fictitious business names with the Department.
- (d) According to the Department's records to date, LPFI does not have an individual mortgage loan originator ("MLO") license endorsement under the Nationwide Mortgage Licensing System ("NMLS") with the Department or any other agencies.

4.

(RAUL CRUZ)

- (a) Respondent RAUL CRUZ ("CRUZ") is presently licensed and/or has license rights under the Real Estate Law, Part 1 of Division 4 of the California Business and Professions Code, as a real estate broker ("REB"), Department license ID 01143761.
- (b) The Department originally issued CRUZ's REB license on or about March 23, 2015.
 - (c) CRUZ's license is scheduled to expire on March 22, 2023, unless renewed.
- (d) According to the Department's records, CRUZ has been the designated officer of LFPI since July 14, 2018. CRUZ is currently LPFI's designated officer.

25 ///

1

2

3

4

5

б

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

26

|| ///

27 | ///

1	(e) On or about August 4, 2020, the Department issued Respondent a MLO
2	license endorsement, NMLS No. 1882860. Respondent's MLO license endorsement is only
3	authorized to represent Statewide Funding Inc. and previously First Collateral, Inc.
4	Respondent's MLO license endorsement is scheduled to expire in 2022.
5	LICENSED ACTIVITIES
6	5.
7	At all times mentioned herein, Respondent engaged in the performance of
8	activities requiring a real estate license pursuant to Code Section 10130.
9	APPLICABLE SECTIONS OF THE REAL ESTATE LAW
10	Code Section 10159.5
11	6.
12	Pursuant to Code Section 10166.02 Notice of Loan Activity:
13	(a) (1) Every person applying for a license under this chapter who desires to have
14	the license issued under a fictitious business name shall file with the application a certified copy
15	of their fictitious business name statement filed with the county clerk pursuant to Chapter 5
16	(commencing with Section 17900) of Part 3 of Division 7.
17	(2) A responsible broker may, by contract, permit a salesperson to do all
18	of the following:
19	(A) File an application on behalf of a responsible broker with a
20	county clerk to obtain a fictitious business name.
21	(B) Deliver to the department an application, signed by the
22	responsible broker, requesting the department's approval to use a
23	county approved fictitious business name that shall be identified
24	with the responsible broker's license number.
25	(C) Pay for any fees associated with filing an application with a
26	county or the department to obtain or use a fictitious business
27	name.
F 1	

26

1	(D) Maintain ownership of a fictitious business name, as defined
2	in paragraph (2) of subdivision (a) of Section 10159.7, that may
3	be used subject to the control of the responsible broker.
4	(b) (1) A salesperson using a fictitious business name authorized by subdivision
5	(a), shall use that name only as permitted by the responsible broker.
6	(2) This section does not change a real estate broker's duties under this
7	division to supervise a salesperson.
8	(c) A person applying to a county for a fictitious business name pursuant to
9	subdivision (a) may file the application in the county or counties where the fictitious business
10	name will be used.
11	(d) Advertising and solicitation materials, including business cards, print or
12	electronic media and "for sale" signage, using a fictitious business name obtained in accordance
13	with paragraph (2) of subdivision (a) shall include the responsible broker's identity, as defined
14	in paragraph (1) of subdivision (a) of Section 10159.7, in a manner equally as prominent as the
15	fictitious business name.
16	(e) Notwithstanding subdivision (b) of Section 10140.6, advertising and
17	solicitation materials, including print or electronic media and "for sale" signage, containing a
18	fictitious business name obtained in accordance with paragraph (2) of subdivision (a) shall
19	include the name and license number of the salesperson who is using the fictitious business
20	name.
21	(f) Notwithstanding Section 10185, a violation of this section is not a
22	misdemeanor.
23	<u>Code Section 10166.02</u>
24	7.
25	Pursuant to Code Section 10166.02 Notice of Loan Activity:
26	(a) A real estate broker who acts pursuant to Section 10131.1 or subdivision (d)
27	or (e) of Section 10131, and who makes, arranges, or services loans secured by real property
- 1	

containing one to four residential units, and any salesperson who acts in a similar capacity under the supervision of that broker, shall notify the department by January 31, 2010, or within 30 days of commencing that activity, whichever is later. The notification shall be made in writing, as directed, on a form that is acceptable to the commissioner.

- (b) No individual may engage in business as a mortgage loan originator under this article without first doing both of the following:
 - (1) Obtaining and maintaining a real estate license pursuant to Article 2 (commencing with Section 10150).
 - (2) Obtaining and maintaining a real estate license endorsement pursuant to this article identifying that individual as a licensed mortgage loan originator.
- (c) License endorsements shall be valid for a period of one year and shall expire on the 31st of December each year.
- (d) Applicants for a mortgage loan originator license endorsement shall apply in a form prescribed by the commissioner. Each form shall contain content as set forth by rule, regulation, instruction, or procedure of the commissioner.
- (e) In order to fulfill the purposes of this article, the commissioner may establish relationships or contracts with the Nationwide Mortgage Licensing System and Registry or other entities designated by the Nationwide Mortgage Licensing System and Registry to collect and maintain records and process transaction fees or other fees related to licensees or other persons subject to this article.
- (f) A real estate broker or salesperson who fails to notify the department pursuant to subdivision (a), or who fails to obtain a license endorsement required pursuant to paragraph (2) of subdivision (b), shall be assessed a penalty of fifty dollars (\$50) per day for each day written notification has not been received or a license endorsement has not been obtained, up to and including the 30th day after the first day of the assessment penalty. On and after the 31st day, the penalty is one hundred dollars (\$100) per day, not to exceed a total

penalty of ten thousand dollars (\$10,000), regardless of the number of days, until the department receives the written notification or the licensee obtains the license endorsement. Penalties for violations of subdivisions (a) and (b) shall be additive.

- (g) The commissioner may suspend or revoke the license of a real estate broker or salesperson who fails to pay a penalty imposed pursuant to this section. In addition, the commissioner may bring an action in an appropriate court of this state to collect payment of that penalty.
- (h) All penalties paid or collected under this section shall be deposited into the Consumer Recovery Account of the Real Estate Fund and shall, upon appropriation by the Legislature, be available for expenditure for the purposes specified in Chapter 6.5 (commencing with Section 10470).

Code Section 10232

8.

Pursuant to Code Section 10232 Application of Sections 10232.2, 10232.25, 10233 and 10236.6:

- "(a) Except as otherwise expressly provided, Sections 10232.2, 10232.25, 10233, and 10236.6 are applicable to every real estate broker who intends or reasonably expects in a successive 12 months to do any of the following:
 - (1) Negotiate a combination of 10 or more of the following transactions pursuant to subdivision (d) or (e) of Section 10131 or Section 10131.1 in an aggregate amount of more than one million dollars (\$1,000,000):
 - (A) Loans secured directly or collaterally by liens on real property or on business opportunities as agent for another or others.
 - (B) Sales or exchanges of real property sales contracts or promissory notes secured directly or collaterally by liens on real

property or on business opportunities as agent for another or others.

- (C) Sales or exchanges of real property sales contracts or promissory notes secured directly or collaterally by liens on real property as the owner of those notes or contracts.
- (2) Make collections of payments in an aggregate amount of two hundred fifty thousand dollars (\$250,000) or more on behalf of owners of promissory notes secured directly or collaterally by liens on real property, owners of real property sales contracts, or both.
- (3) Make collections of payments in an aggregate amount of two hundred fifty thousand dollars (\$250,000) or more on behalf of obligors of promissory notes secured directly or collaterally by liens on real property, lenders of real property sales contracts, or both. Persons under common management, direction, or control in conducting the activities enumerated above shall be considered as one person for the purpose of applying the above criteria.
- (b) The negotiation of a combination of two or more new loans and sales or exchanges of existing promissory notes and real property sales contracts of an aggregate amount of more than two hundred fifty thousand dollars (\$250,000) in any three successive months or a combination of five or more new loans and sales or exchanges of existing promissory notes and real property sales contracts of an aggregate amount of more than five hundred thousand dollars (\$500,000) in any successive six months shall create a rebuttable presumption that the broker intends to negotiate new loans and sales and exchanges of an aggregate amount that will meet the criteria of subdivision (a).
- (c) In determining the applicability of Sections 10232.2, 10232.25, 10233, and 10236.6, loans or sales negotiated by a broker, or for which a broker collects payments or provides other servicing for the owner of the note or contract, shall not be counted in

determining whether the broker meets the criteria of subdivisions (a) and (b) if any of the following apply:

- (1) The lender or purchaser is any of the following:
 - (A) The Federal National Mortgage Association, the Government National Mortgage Association, the Federal Home Loan Mortgage Corporation, the Federal Housing Administration, and the United States Department of Veterans Affairs.
 - (B) A bank or subsidiary thereof, bank holding company or subsidiary thereof, trust company, savings bank or savings and loan association or subsidiary thereof, savings bank or savings association holding company or subsidiary thereof, credit union, industrial bank or industrial loan company, finance lender, or insurer doing business under the authority of, and in accordance with, the laws of this state, any other state, or the United States relating to banks, trust companies, savings banks or savings associations, credit unions, industrial banks or industrial loan companies, commercial finance lenders, or insurers, as evidenced by a license, certificate, or charter issued by the United States or a state, district, territory, or commonwealth of the United States.
 - (C) Trustees of a pension, profit-sharing, or welfare fund, if the pension, profit-sharing, or welfare fund has a net worth of not less than fifteen million dollars (\$15,000,000).
 - (D) A corporation with outstanding securities registered under Section 12 of the Securities Exchange Act of 1934 or a wholly owned subsidiary of that corporation.

2	2
3	3
4	Į
5)
6	;
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	
22	l
23	ĺ
24	
25	
26	
27	Ш

- (E) A syndication or other combination of any of the entities specified in subparagraph (A), (B), (C), or (D) that is organized to purchase the promissory note.
- (F) The California Housing Finance Agency or a local housing finance agency organized under the Health and Safety Code.
- (G) A licensed residential mortgage lender or servicer acting under the authority of that license.
- (H) An institutional investor that issues mortgage-backed securities, as specified in paragraph (11) of subdivision (i) of Section 50003 of the Financial Code.
- (I) A licensed real estate broker selling all or part of the loan, the note, or the contract to a lender or purchaser specified in subparagraphs (A) to (H), inclusive.
- (2) The loan or sale is negotiated, or the loan or contract is being serviced for the owner, under authority of a permit issued pursuant to applicable provisions of the Corporate Securities Law of 1968 (Division 1 (commencing with Section 25000) of Title 4 of the Corporations Code).
- (3) The transaction is subject to the requirements of Article 3 (commencing with Section 2956) of Chapter 2 of Title 14 of Part 4 of Division 3 of the Civil Code.
- (d) If two or more real estate brokers who are not under common management, direction, or control cooperate in the negotiation of a loan or the sale or exchange of a promissory note or real property sales contract and share in the compensation for their services, the dollar amount of the transaction shall be allocated according to the ratio that the compensation received by each broker bears to the total compensation received by all brokers for their services in negotiating the loan or sale or exchange.

(e) A real estate broker who meets any of the criteria of subdivision (a) or (b) shall notify the department in writing within 30 days after that determination is made."

Code Section 10232.2

9.

Pursuant to Code Section 10232.2 Filing Fiscal Year Reports – Accounting Criteria:

A real estate broker who meets the criteria of subdivision (a) of Section 10232 shall annually file the reports referred to in subdivisions (a) and (c) with the Department of Real Estate within 90 days after the end of the broker's fiscal year or within any additional time as the Real Estate Commissioner may allow for filing for good cause:

- (a) The report of a review by a licensed California independent public accountant of trust fund financial statements, conducted in accordance with generally accepted accounting practices, which shall include within its scope the following information for the fiscal year relative to the business activities of the broker described in subdivisions (d) and (e) of Section 10131:
 - (1) The receipt and disposition of all funds of others to be applied to the making of loans and the purchasing of promissory notes or real property sales contracts.
 - (2) The receipt and disposition of all funds of others in connection with the servicing by the broker of the accounts of owners of promissory notes and real property sales contracts including installment payments and loan or contract payoffs by obligors.
 - (3) A statement as of the end of the fiscal year that shall include an itemized trust fund accounting of the broker and confirmation that the trust funds are on deposit in an account or accounts maintained by the broker in a financial institution.

(b) A broker who meets the criteria of Section 10232, but who, in carrying on the activities described in subdivisions (d) and (e) of Section 10131, has not during a fiscal year, accepted for the benefit of a person to whom the broker is a trustee, any payment or remittance in a form convertible to cash by the broker, need not comply with the provisions of subdivision (a). In lieu thereof, the broker shall submit to the commissioner within 30 days after the end of the broker's fiscal year or, within any additional time as the commissioner may allow for a filing for good cause, a notarized statement under penalty of perjury on a form provided by the department attesting to the fact that the broker did not receive any trust funds in cash or convertible to cash during the fiscal year.

- (c) A report of all of the following aspects of the business conducted by the broker while engaging in activities described in subdivisions (d) and (e) of Section 10131 and in Section 10131.1:
 - (1) Number and aggregate dollar amount of loan, trust deed sales, and real property sales contract transactions negotiated.
 - (2) Number and aggregate dollar amount of promissory notes and contracts serviced by the broker or an affiliate of the broker.
 - (3) Number and aggregate dollar amount of late payment charges, prepayment penalties, and other fees or charges collected and retained by the broker under servicing agreements with beneficiaries and obligees.
 - (4) Default and foreclosure experience in connection with promissory notes and contracts subject to servicing agreements between the broker and beneficiaries or obligees.
 - (5) Commissions received by the broker for services performed as agent in negotiating loans and sales of promissory notes and real property sales contracts.
 - (6) Aggregate costs and expenses as referred to in Section 10241 paid by borrowers to the broker.

(d) The commissioner shall adopt regulations prescribing the form and content of the report referred to in subdivision (c) with appropriate categories to afford a better understanding of the business conducted by the broker.

(e) If the broker fails to file either of the reports required under subdivisions (a) and (c) within the time permitted herein, the commissioner may cause an examination and report to be made and may charge the broker one and one-half times the cost of making the examination and report. In determining the hourly cost incurred by the commissioner for conducting an examination and preparing the report, the commissioner may use the estimated average hourly cost for all department audit staff performing audits of real estate brokers. If a broker fails to pay the above amount within 60 days of the mailing of a notice of billing, the commissioner may suspend the broker's license or deny renewal of the broker's license. The suspension or denial shall remain in effect until the above amount is paid or the broker's right to renew a license has expired. The commissioner may maintain an action for the recovery of the above amount in any court of competent jurisdiction.

(f) The reports referred to in subdivisions (a) and (c) are exempted from any requirement of public disclosure by paragraph (2) of subdivision (d) of Section 6254 of the Government Code. The commissioner shall annually make and file as a public record, a composite of the annual reports and any comments thereon that are deemed to be in the public interest.

Code Section 10232.25

10.

Pursuant to Code Section 10232.25 Trust Funds Status Report -

Contents:

(a) A real estate broker who meets the criteria of subdivision (a) of Section 10232 shall, within 30 days after the end of each of the first three fiscal quarters of the broker's fiscal year, or within any additional time as the Real Estate Commissioner may allow for good

cause, file with the commissioner a trust funds status report as of the last day of the fiscal quarter which shall include the following:

- (1) A representation that the form and content of the trust account records of the broker are in compliance with the regulations of the commissioner.
- (2) A representation that the broker's trust fund bank account is maintained in compliance with the regulations of the commissioner.
- (3) A statement of the broker's aggregate accountability for trust funds.
- (4) A report of trust funds in the broker's custody consisting of the trust account bank statements as of the bank's accounting date immediately preceding the end of the fiscal quarter and a schedule of withdrawals and deposits adjusting the account to its true balance as of the end of the fiscal quarter.
- (5) A statement explaining any difference in amount between the broker's total accountability under paragraph (3) above and the adjusted trust account bank balance under paragraph (4) above.
- (b) Each report made pursuant to subdivision (a) shall include the following:
 - (1) The name, address, and position or capacity of the person who prepared the report.
 - (2) A declaration under penalty of perjury by the broker that the information and representations in the report are true, complete, and correct to the best of the broker's knowledge and belief. The declaration in a report submitted on behalf of a corporate broker shall be signed by a broker-officer through whom the corporation is licensed as a real estate broker and by the chief executive officer of the corporation if he or she is not the signing broker-officer.

- (c) If a broker fails to file a report required under subdivision (a) within the time permitted, the commissioner may cause an examination and report to be made and may charge the broker one and one-half times the cost of making the examination and report. In determining the hourly cost incurred by the commissioner for conducting an examination and preparing the report, the commissioner may use the estimated average hourly cost for all department audit staff performing audits of real estate brokers. If a broker fails to pay the above amount within 60 days of the mailing of a notice of billing, the commissioner may suspend the broker's license or deny renewal of the broker's license. The suspension or denial shall remain in effect until the above amount is paid or the broker's right to renew a license has expired. The commissioner may maintain an action for the recovery of the above amount in any court of competent jurisdiction.
- (d) A broker who meets the criteria of Section 10232, but who, in carrying on the activities described in subdivisions (d) and (e) of Section 10131, did not during a fiscal quarter, accept for the benefit of a person to whom the broker is trustee, any payment or remittance in a form convertible to cash by the broker, need not comply with the provisions of subdivision (a). In lieu thereof, the broker shall submit to the commissioner within 30 days after the end of the fiscal quarter or within any additional time as the commissioner may allow for good cause, a statement under penalty of perjury on a form provided by the department attesting to the fact that the broker did not receive any trust funds in cash or convertible to cash during the fiscal quarter.
- (e) Any real estate broker who engages in any of the activities specified in subdivision (d) or (e) of Section 10131, but who is not required by this section to file trust funds status reports with the commissioner and who is not exempt therefrom under subdivision (d), shall complete trust funds status reports in accordance with either (1) the requirements of subdivisions (a) and (b) applicable to trust funds status reports filed with the commissioner, or (2) the requirements established by the lender or note owner, if the lender or note owner does all of the following: (i) requires monthly reconciliations of trust account balances; (ii) requires

annual, CPA-audited financial statements; and (iii) maintains a contractual right to audit the 1 trust accounts held by the broker on behalf of the lender or note owner. 2 The broker shall retain all trust funds status reports prepared under this subdivision on file at 3 the broker's offices, where they shall be subject to inspection by representatives of the 4 commissioner upon 24 hours' notice. 5 6 Code Section 10232.3 7 11. Pursuant to Code Section 10232.3 Loan to Value and Other Requirements: 8 "(a) Any transaction that involves the sale of or offer to sell a note secured 9 directly by an interest in one or more parcels of real property or the sale of an undivided interest 10 in a note secured directly by one or more parcels of real property shall adhere to all of the 11 following: 12 (1) Except as provided in paragraph (2), the aggregate principal amount of the note or interest sold, together with the unpaid principal amount of any encumbrances upon the real property senior thereto, shall not exceed the following percentages of the current market value of each parcel of the real property, as determined in writing by the broker or appraiser pursuant to Section 10232.6, plus the amount for which the payment of principal and interest in excess of the percentage of current market value is insured for the benefit of the holders of the note or interest by an insurer admitted to do business in this state by the Insurance Commissioner: (A) Single-family residence, owner occupied.....80% (B) Single-family residence, not owner occupied......75% (C) Commercial properties and income-producing properties not described in (B) or (E)......65%

13

14

15

16

17

18

19

20

21

22

23

24

25

26

27

- (D) Single-family residentially zoned lot or parcel that has installed offsite improvements including drainage, curbs, gutters, sidewalks, paved roads, and utilities as mandated by the political subdivision having jurisdiction over the lot or parcel...........65%
- (E) Land that produces income from crops, timber, or minerals......60%
- (G) Other real property......35%
- (2) The percentage amounts specified in paragraph (1) may be exceeded when and to the extent that the broker determines that the encumbrance of the property in excess of these percentages is reasonable and prudent considering all relevant factors pertaining to the real property. However, in no event shall the aggregate principal amount of the note or interest sold, together with the unpaid principal amount of any encumbrances upon the property senior thereto, exceed 80 percent of the current fair market value of improved real property or 50 percent of the current fair market value of unimproved real property, except in the case of a singlefamily zoned lot or parcel as defined in paragraph (1), which shall not exceed 65 percent of the current fair market value of that lot or parcel, plus the amount insured as specified in paragraph (1). A written statement shall be prepared by the broker that sets forth the material considerations and facts that the broker relies upon for his or her determination, which shall be retained as a part of the broker's record of the transaction. Either a copy of the statement or the information

contained therein shall be included in the disclosures required pursuant to Section 10232.5.

- (3) A copy of the appraisal or the broker's evaluation, for each parcel of real property securing the note or interest, shall be delivered to the purchaser. The broker shall advise the purchaser of his or her right to receive a copy. For purposes of this paragraph, "appraisal" means a written estimate of value based upon the assembling, analyzing, and reconciling of facts and value indicators for the real property in question. A broker shall not purport to make an appraisal unless he or she is qualified on the basis of special training, preparation, or experience.

 (4) For construction or rehabilitation loans, where the amount withheld for construction or rehabilitation at the start of the project exceeds one hundred thousand dollars (\$100,000), the term "current market value" may be deemed to be the value of the completed project if all of the following safeguards are met:
 - (A) An independent neutral third-party escrow holder is used for all deposits and disbursements relating to the construction or rehabilitation of the secured property.
 - (B) The loan is fully funded, with the entire loan amount to be deposited in escrow prior to the recording of the deed or deeds of trust.
 - (C) A comprehensive, detailed draw schedule is used to ensure proper and timely disbursements to allow for completion of the project.
 - (D) The disbursement draws from the escrow account are based on verification from an independent qualified person who certifies that the work completed to date meets the related codes

and standards and that the draws were made in accordance with the construction contract and draw schedule. For purposes of this subparagraph, "independent qualified person" means a person who is not an employee, agent, or affiliate of the broker and who is a licensed architect, general contractor, structural engineer, or active local government building inspector acting in his or her official capacity.

- (E) An appraisal is completed by a qualified and licensed appraiser in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP).
- (F) The documentation includes a detailed description of the actions that may be taken in the event of a failure to complete the project, whether that failure is due to default, insufficiency of funds, or other causes.
- (G) The entire amount of the loan does not exceed two million five hundred thousand dollars (\$2,500,000).
- (5) For construction or rehabilitation loans, where the amount withheld for construction or rehabilitation at the start of the project is one hundred thousand dollars (\$100,000) or less, the term "current market value" may be deemed to be the value of the completed project if all of the following safeguards are met:
 - (A) The loan is fully funded, with the entire loan amount to be deposited in escrow prior to recording of the deed or deeds of trust.
 - (B) A comprehensive, detailed draw schedule is used to ensure proper and timely disbursements to allow for completion of the project.

Signature""

_

Code Section 10232.4

12.

Pursuant to Code Section 10232.4 Disclosure Statement – Delivery – Exception Funds Handling:

- "(a) In making a solicitation to a particular person and in negotiating with that person to make a loan secured by real property or to purchase a real property sales contract or a note secured by a deed of trust, a real estate broker shall deliver to the person solicited the applicable completed statement described in Section 10232.5 as early as practicable before that person becomes obligated to make the loan or purchase and, except as provided in subdivision (c), before the receipt by or on behalf of the broker of any funds from that person. The statement shall be signed by the prospective lender or purchaser and by the real estate broker, or by a real estate salesperson licensed to the broker, on the broker's behalf. When so executed, an exact copy shall be given to the prospective lender or purchaser, and the broker shall retain a true copy of the executed statement for a period of three years.
- (b) The requirement of delivery of a disclosure statement pursuant to subdivision(a) shall not apply with respect to the following persons:
 - (1) The prospective purchaser of a security offered under authority of a permit issued pursuant to applicable provisions of the Corporate Securities Law of 1968 (Division 1 (commencing with Section 25000) of Title 4 of the Corporations Code) that require that each prospective purchaser of a security be given a prospectus or other form of disclosure statement approved by the department issuing the permit.
 - (2) The seller of real property who agrees to take back a promissory note of the purchaser as a method of financing all or a part of the purchase of the property.

(3) The prospective purchaser of a security offered pursuant to and in accordance with a regulation duly adopted by the Commissioner of Business Oversight granting an exemption from qualification under the Corporate Securities Law of 1968 for the offering if one of the conditions of the exemption is that each prospective purchaser of the security be given a disclosure statement prescribed by the regulation before the prospective purchaser becomes obligated to purchase the security. (4) A prospective lender or purchaser, if that lender or purchaser is any of

- the following:
 - (A) The United States or any state, district, territory, or commonwealth thereof, or any city, county, city and county, public district, public authority, public corporation, public entity, or political subdivision of a state, district, territory, or commonwealth of the United States, or any agency or corporate or other instrumentality of any one or more of the foregoing, including the Federal National Mortgage Association, the Government National Mortgage Association, the Federal Home Loan Mortgage Corporation, the Federal Housing Administration, and the Veteran's Administration.
 - (B) Any bank or subsidiary thereof, bank holding company or subsidiary thereof, trust company, savings bank or savings and loan association or subsidiary thereof, savings bank or savings association holding company or subsidiary thereof, credit union, industrial bank or industrial loan company, finance lender, or insurance company doing business under the authority of, and in accordance with, the laws of this state, any other state, or of the United States relating to banks, trust companies, savings banks or

savings banks or industrial loan companies, commercial finance lenders, or insurance companies, as evidenced by a license, certificate, or charter issued by the United States or any state, district, territory, or commonwealth of the United States.

- (C) Trustees of pension, profitsharing, or welfare fund, if the pension, profitsharing, or welfare fund has a net worth of not less than fifteen million dollars (\$15,000,000).
- (D) Any corporation with outstanding securities registered under Section 12 of the Securities Exchange Act of 1934 or any wholly owned subsidiary of that corporation.
- (E) Any syndication or other combination of any of the entities specified in subparagraph (A), (B), (C), or (D) which is organized to purchase the promissory note.
- (F) A licensed real estate broker engaging in the business of selling all or part of the loan, note, or contract to a lender or purchaser to whom no disclosure is required pursuant to this subdivision.
- (G) A licensed residential mortgage lender or servicer when acting under the authority of that license.
- (c) When the broker has custody of funds of a prospective lender or purchaser which were received and are being maintained with the express permission of the owner and in accordance with law, and the broker retains the funds in an escrow depository or a trust fund account pending receipt of the owner's express written instructions to disburse the funds for a loan or purchase, the broker shall cause the disclosure statement to be delivered to the owner and shall obtain the owner's written consent to the proposed disbursement before making the disbursement. Unless the broker has a written agreement with the owner as provided in Section 10231.1, the broker shall transmit to the owner not later than 25 days after receipt, all funds

then in the broker's custody for which the owner has not given written instructions authorizing disbursement."

Code Section 10232.45

13.

Pursuant to Code Section 10232.45 Investor Questionaire/Suitability:

- (a) Any broker subject to the provisions of Section 10232.3 or Article 6 (commencing with Section 10237) shall make reasonable efforts to ensure all of the following with respect to the offer or sale of notes or interest in notes to be secured by a lien on real property or a business opportunity:
 - (1) All persons to whom notes or interests are sold can be reasonably assumed to have the capacity to understand the fundamental aspects of the investment, by reason of their educational, business, or financial experience.
 - (2) All persons to whom notes or interests are sold can bear the economic risk of the investment.
 - (3) The investment in the notes or interests is suitable and appropriate for the purchaser, given the purchaser's investment objectives, portfolio structure, and financial situation.
- (b) A broker shall make this determination on the basis of information he or she obtains from the purchaser. Relevant information for this purpose includes, at least, the age, investment objective, investment experience, income, net worth, financial situation, and other investments of the prospective purchaser, as well as any other pertinent factors the commissioner shall establish through regulation.
- (c) A broker shall maintain records of the information used to determine that an investment is suitable and appropriate for each purchaser and shall retain these records for at least four years.
 - (d) A broker that complies with all of the following shall be deemed to have

1	complied with subdivision (a):
2	(1) Obtains from each person to whom notes and deeds of trust or
3	interests therein are offered or sold, at least two business days and not
4	more than one year prior to completing each sale, a completed investor
5	questionnaire in a form approved by the commissioner. After obtaining
6	an initial questionnaire, any subsequent questionnaire from the same
7	person need only reflect any updates from the immediately preceding
8	questionnaire obtained by the broker.
9	(2) Uses the responses in that questionnaire as an aid in complying with
10	subdivision (a).
11	(e) Nothing in this section shall be construed to require a broker to utilize an
12	investor questionnaire to ensure compliance with subdivision (a). Reliance of a broker on an
13	investor questionnaire in a form approved by the commissioner shall not prohibit that broker
14	from utilizing additional information to ensure compliance with subdivision (a).
15	14.
16	Code Section 10238
	Code Section 10238 Pursuant to Code Section 10238:
17	Pursuant to Code Section 10238: (a) A notice in the following form and containing the following information
17	Pursuant to Code Section 10238: (a) A notice in the following form and containing the following information shall be filed with the commissioner within 30 days after the first transaction and within 30
17 18 19	Pursuant to Code Section 10238: (a) A notice in the following form and containing the following information
17 18 19 20	Pursuant to Code Section 10238: (a) A notice in the following form and containing the following information shall be filed with the commissioner within 30 days after the first transaction and within 30
117 118 119 220	Pursuant to Code Section 10238: (a) A notice in the following form and containing the following information shall be filed with the commissioner within 30 days after the first transaction and within 30 days of any material change in the information required in the notice:
117 118 119 220 221 222	Pursuant to Code Section 10238: (a) A notice in the following form and containing the following information shall be filed with the commissioner within 30 days after the first transaction and within 30 days of any material change in the information required in the notice: TO: Real Estate Commissioner Mortgage Loan Section
117 118 119 120 221 22 23	Pursuant to Code Section 10238: (a) A notice in the following form and containing the following information shall be filed with the commissioner within 30 days after the first transaction and within 30 days of any material change in the information required in the notice: TO: Real Estate Commissioner Mortgage Loan Section 1651 Exposition Boulevard
117 118 119 220 221 222	Pursuant to Code Section 10238: (a) A notice in the following form and containing the following information shall be filed with the commissioner within 30 days after the first transaction and within 30 days of any material change in the information required in the notice: TO: Real Estate Commissioner Mortgage Loan Section

	This notice is filed pursuant to Sections 10237 and 10238 of the Business and Professions Code.				
	() Original Notice() Amended Notice				
1.	Name of the Broker conducting transaction under Section 10237:				
2.	Broker license identification number:				
3.	List the month the fiscal year ends:				
4.	Broker's telephone number:				
5.	Firm name (if different from "1"):				
6.	Street address (main location): # and Street City State ZIP Code				
7.	Mailing address (if different from "6"):				
8.	Servicing agent: Identify by name, address, and telephone number the person or entity who will act as the servicing agent in transactions pursuant to Section 10237 (including the undersigned Broker if that is the case):				
9.	Total number of multilender notes arranged:				

10.	Total number of interests sold to investors on the multilender's notes:		
11.	Inspec	tion of trust account (before answering this question, review the provisions of paragraph (3) of subdivision (k) of Section 10238).	
		CHECK ONLY ONE OF THE FOLLOWING:	
()		ersigned Broker is (or expects to be) required to file reports of inspection of its account(s) with the Real Estate Commissioner pursuant to paragraph (3) of subdivision (k) of Section 10238.	
		Amount of Multilender Payments Collected Last Fiscal Quarter:	
		Total Number of Investors Due Payments Last Fiscal Quarter:	
()	The undersigned Broker is NOT (or does NOT expect to be) required to file report inspection of its trust account(s) with the Real Estate Commissioner pursuant to part (3) of subdivision (k) of Section 10238.		
12.	Signature. The contents of this notice are true and correct.		
	Date	Type Name of Broker	
		Signature of Broker or of Designated Officer of Corporate Broker	

NOTE: AN AMENDED NOTICE MUST BE FILED BY THE BROKER WITHIN 30 DAYS OF ANY MATERIAL CHANGE IN THE INFORMATION REQUIRED TO BE SET FORTH HEREIN.

(k) The notes or interests shall be sold subject to a written agreement that obligates a licensed real estate broker, or a person exempted from the licensing requirement for

real estate brokers under this chapter, to act as agent for the purchasers or lenders to service the note or notes and deed of trust, including the receipt and transmission of payments and the

institution of foreclosure proceedings in the event of a default. A copy of this servicing

agreement shall be delivered to each purchaser. The broker shall offer to the lenders or

purchasers the services of the broker or one or more affiliates of the broker, or both, as

servicing agent for each transaction conducted pursuant to this article. The agreement shall

require all of the following:

(1) (A) That payments received on the note or notes be deposited immediately to a trust account maintained in accordance with this section and with the provisions for trust accounts of licensed real estate brokers contained in Section 10145 and Article 15 (commencing with Section 2830.1) of Chapter 6 of Title 10 of the California Code of Regulations.

(B) That payments deposited pursuant to subparagraph (A) shall not be commingled with the assets of the servicing agent or used for any transaction other than the transaction for which the funds are received.

(2) That payments received on the note or notes shall be transmitted to the purchasers or lenders pro rata according to their respective interests within 25 days after receipt thereof by the agent. If the source for the payment is not the maker of the note, the agent shall inform the

2

3

4

5

6

7

8

purchasers or lenders in writing of the source for payment. A broker or servicing agent who transmits to the purchaser or lenders the broker's or servicing agent's own funds to cover payments due from the borrower but unpaid as a result of a dishonored check may recover the amount of the advances from the trust fund when the past due payment is received. However, this article does not authorize the broker, servicing agent, or any other person to issue, or to engage in any practice constituting, any guarantee or to engage in the practice of advancing payments on behalf of the borrower.

- (3) If the broker or person who is or becomes the servicing agent for notes or interests sold pursuant to this article upon which the payments due during any period of three consecutive months in the aggregate exceed one hundred twenty-five thousand dollars (\$125,000) or the number of persons entitled to the payments exceeds 120, the trust account or accounts of that broker or affiliate shall be inspected by an independent certified public accountant at no less than three-month intervals during the time the volume is maintained. Within 30 days after the close of the period for which the review is made, the report of the accountant shall be forwarded as provided in paragraph (6) of subdivision (j). If the broker is required to file an annual report pursuant to subdivision (o) or pursuant to Section 10232.2, the quarterly report pursuant to this subdivision need not be filed for the last quarter of the year for which the annual report is made. For the purposes of this subdivision, an affiliate of a broker is any person controlled by, controlling, or under common control with the broker.
- (4) Unless the servicing agent will receive notice pursuant to Section 2924b of the Civil Code, the servicing agent shall file a written request

for notice of default upon any prior encumbrances and promptly notify the purchasers or lenders of any default on the prior encumbrances or on the note or notes subject to the servicing agreement.

- (5) The servicing agent shall promptly forward copies of both of the following to each purchaser or lender:
- (A) Any notice of trustee sale filed on behalf of the purchasers or lenders.
- (B) Any request for reconveyance of the deed of trust received on behalf of the purchasers or lenders."

Code Section 10240

15.

Pursuant to Code Section 10240 Written Disclosure Statement:

(a) Every real estate broker, upon acting within the meaning of subdivision (d) of Section 10131, who negotiates a loan to be secured directly or collaterally by a lien on real property shall, within three business days after receipt of a completed written loan application or before the borrower becomes obligated on the note, whichever is earlier, cause to be delivered to the borrower a statement in writing, containing all the information required by Section 10241. It shall be personally signed by the borrower and by the real estate broker negotiating the loan or by a real estate licensee acting for the broker in negotiating the loan. When so executed, an exact copy thereof shall be delivered to the borrower at the time of its execution. The real estate broker negotiating the loan shall retain on file for a period of three years a true and correct copy of the statement as signed by the borrower.

No real estate licensee shall permit the statement to be signed by a borrower if any information required by Section 10241 is omitted.

(b) For the purposes of applying the provisions of this article, a real estate broker is acting within the meaning of subdivision (d) of Section 10131 if he or she solicits borrowers, or causes borrowers to be solicited, through express or implied representations that the broker will act as an agent in arranging a loan, but in fact makes the loan to the borrower from funds

belonging to the broker.

(c) In a federally regulated residential mortgage loan transaction in which the principal loan amount exceeds the principal loan levels set forth in Section 10245, a real estate broker satisfies the requirements of this section if the borrower receives (1) a "good faith estimate" that satisfies the requirements of the Real Estate Settlement Procedures Act of 1974 (12 U.S.C.A. 2601 et seq.), and that sets forth the broker's real estate license number and a clear and conspicuous statement on the face of the document stating that the "good faith estimate" does not constitute a loan commitment, (2) all applicable disclosures required by the Truth in Lending Act (15 U.S.C.A. 1601 et seq.), and (3) if the loan contains a balloon payment provision, the disclosure described in subdivision (h) of Section 10241, the balloon disclosure required for that loan by Fannie Mae or Freddie Mac, or an alternative disclosure determined by the commissioner to satisfy the requirements of the Truth in Lending Act. Prior to becoming obligated on the loan the borrower shall acknowledge, in writing, receipt of the "good faith estimate" and all applicable disclosures required by the Truth in Lending Act. The real estate broker shall retain on file for a period of three years a true and correct copy of the signed acknowledgment and a true and correct copy of the "good faith estimate" and all applicable disclosures required by the Truth in Lending Act as acknowledged by the borrower.

Grounds for Disciplinary Action - Code Section 10177

16.

Pursuant to Code Section 10177, "The commissioner may suspend or revoke the license of a real estate licensee, delay the renewal of a license of a real estate licensee, or deny the issuance of a license to an applicant, who has done any of the following:

23

18

19

20

21

22

(d) Willfully disregarded or violated the Real Estate Law (Part 1 (commencing with Section 10000)) or Chapter 1 (commencing with Section 11000) of Part 2 or the rules and regulations of the commissioner for the administration and enforcement of the Real Estate Law and Chapter 1 (commencing with Section 11000) of Part 2.

26 27

14

15

16

17

18

19

20

21

22

23

24

25

26

27

///

1.6

Upon review of the documents, the Department's special investigator ("SI") discovered that the Mondamon Road Property transaction file was missing (1) an appraisal and/or documents substantiating the value of the property, (2) Lender-Purchaser Disclosure Statements, (3) investor questionnaire, and (4) investor qualification statement.

21.

Upon review of the documents, the SI discovered that the Jackson Street
Property transaction file was missing (1) an appraisal and/or documents substantiating the value
of the property, (2) Lender-Purchaser Disclosure Statements, (3) investor questionnaire, and (4)
investor qualification statement. Further, the Mortgage Loan Disclosure Statement was signed
greater than three (3) business days after the signing of the mortgage loan application.

22.

Upon review of the documents, the SI discovered that the Leon Road Property transaction file was missing (1) an appraisal and/or documents substantiating the value of the property, (2) Lender-Purchaser Disclosure Statements, (3) investor questionnaire, and (4) investor qualification statement. Further, the Mortgage Loan Disclosure Statement was signed greater than three (3) business days after the signing of the mortgage loan application.

23.

The SI also discovered that LPFI failed to file required reports and notifications with the Department, namely (1) Threshold Notification, (2) Multi-lender Notification, (3) Quarterly Threshold Reports, (4) Annual Trust Account Review Report, (5) Annual Business Activity Report, and (6) Report of Mortgage Loan Activity (RE866).

24.

Upon further investigation, the SI discovered that LFPI's website also contained various violations, including (1) using a unlicensed fictitious business name, (2) operating without an approved mortgage loan originator endorsement, (3) failing to disclose a license number on advertisement, (4) the required statement "Real Estate Broker, California

	1
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	
22	
	1 4

Department of Real Estate" not being in a font type size no smaller than the smallest print, (5) using ambiguous superlatives/comparative including "low loan-to-value" and "higher returns", and (6) failure to include the required statement "investments in trust deeds secured by one or more interest in real property are subject to risk of loss."

VIOLATIONS OF THE REAL ESTATE LAW - CAUSES FOR DISCIPLINE

25.

In the course of the activities described above in Paragraph 5, and based on the facts discovered by the Department in Paragraphs 17 through 24, above, Respondents acted in violation of the Code and Regulations, as described below.

26.

Respondents failed to include an appraisal, Broker Price Opinion, and/or supporting documentation to substantiate the loan-to-value, leaving the loan-to-value undetermined, of the Mondamon Road Property, Jackson Street Property, and Leon Road Property in violation of Code Section 10232.3.

27.

Respondents failed to keep in their transaction files for the Mondamon Road Property, Jackson Street Property, and Leon Road Property the required Lender-Purchaser Disclosure Statement in violation of Code Section 10232.4.

28.

Respondents failed to keep in their transaction files for the Mondamon Road Property, Jackson Street Property, and Leon Road Property the required investor questionaire in violation of Code Section 10232.45.

29.

Respondents failed to keep in their transaction files for the Mondamon Road Property, Jackson Street Property, and Leon Road Property the required investor qualification statement in violation of Code Section 10238(f)(1).

///

23

24

25

26

11///

///

///

Respondents failed to obtain signatures from borrowers within three (3) business days, for Jackson Street Property and Leon Road Property, the required Mortgage Loan Disclosure Statement in violation of Code Section 10240.

31.

Respondents failed to timely file a Threshold Notification with the Department in January 2020 after the two (2) private money loan transactions closed in violation of Code Section 10232.

32.

Respondents failed to timely submit LPFI's Multi-Lender Transaction Notice in 2020 in a violation of Code Section 10238.

33.

Respondents failed to timely submit LPFI's Quarterly Threshold Reports for the 1st quarter of 2020 (due no later than April 30, 2020), 2nd quarter of 2020 (due no later than July 31, 2020), and 3rd quarter of 2020 (due no later than October 31, 2020) in violation of Code Section 10232.25(d) and Regulations 2846.8.

34.

Respondents failed to timely submit LPFI's Annual Trust Account Review Report (RE854) for the fiscal year ending on December 31, 2020 (due no later than January 31, 2021) in violation of Code Section 10232.2(c) and Regulations 2849.01 and 2849.1.

35.

Respondents failed to timely submit LPFI's Annual Business Activity Report for the fiscal year ending on December 31, 2020 (due no later than March 31, 2021) in violation of Code Section 10232.2(b).

3

4

5

6

7

8

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

///

///

26

27 ///

Respondents failed to timely notify the Department of LPFI's mortgage loan activities for residential properties within 30 days of commencing the activity in 2020 in violation of Code Section 10166.02.

37.

LPFI used the unlicensed fictitious business name of "Legacy Private Funding" on its website homepage. The name does not show up in the Department's records as licensed fictitious business name registered to LPFI in violation of Code section 10159.5 and Regulations section 2731.

38.

LPFI's website advertisement indicates that LPFI can provide loans on single family residential properties, which are family owned. LPFI does not have an approved mortgage loan originator endorsement in violation of **Code section 10166.02**.

39.

LPFI's website does not provide its Department ID number in violation of Regulations 2773.

40.

LPFI's website does not provide the required statement "Real Estate Broker, California Department of Real Estate" in type size no smaller than the smallest print in the website advertisement in violation of **Regulations 2847.3**.

41.

LPFI's website includes superlatives and comparatives "low loan-to-value" and "higher returns", which require additional information necessary to make the terms unambiguous in the context it is used in violation of Regulations 2848(a)(2).

2

3

4

5

6

7

8

9

10

11

12

13

14 15

16

17

18

9

20

21

22

Ш

25 ///

26

24

27

LPFI's website failed to include a statement that "investments in trust deeds secured by one or more interest in real property are subject to risk of loss" in violation of Regulations 2848(a)(19).

43.

Respondent CRUZ failed to exercise adequate supervision and control over Respondent LPFI's real estate activities in violation of Code Section 10177(h).

44.

The overall conduct of Respondents violates the Real Estate Law and constitutes cause for the suspension or revocation of their real estate license and license rights under the provisions of Code Section 10177(g) for negligence.

COSTS

45.

Code Section 10106 provides, in pertinent part, that in any order issued in resolution of a disciplinary proceeding before the Department, the Commissioner may request the administrative law judge to direct a licensee found to have committed a violation of this part to pay a sum not to exceed the reasonable costs of investigation and enforcement of the case.

| /// |///

///

|| || ||

|| ///

||///

///

///

- 36 **-**

PRAYER

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/or license rights under the Real Estate Law (Part 1 of Division 4 of the California Business and Professions Code) of Respondent LEGACY PRIVATE FUNDING, INC. and RAUL CRUZ, for the cost of investigation and enforcement as permitted by law, and for such other and further relief as may be proper under applicable provisions of law.

Ruth Corral

Supervising Special Investigator

LEGACY PRIVATE FUNDING, INC.

RAUL CRUZ Ruth Corral

Sacto.

cc: