Department of Real Estate 320 W. 4th Street, Suite 350 Los Angeles, CA 90013-1105

Telephone: (213) 576-6982



AUG 0 5 2024

DEPT. OF REAL ESTATE
By

DEPARTMENT OF REAL ESTATE STATE OF CALIFORNIA

In the Matter of the Accusation of DRE No. H-42807 LA

SAGEPOINT, MICHELLE LEE ANTIC, Individually and as designated officer/officer of SagePoint, and JEFFREY IRISH CONDON, individually and as designated officer/officer of SagePoint,

Respondents.

STIPULATION AND AGREEMENT IN SETTLEMENT AND ORDER

It is hereby stipulated by and between Respondent JEFFREY IRISH CONDON ("Respondent") and the Complainant, acting by and through Kevin H. Sun, Counsel for the Department of Real Estate, as follows for the purpose of settling and disposing of the Accusation filed on January 25, 2024, in Case No. H-42807 LA:

1. All issues which were to be contested and all evidence which was to be presented by Complainant and Respondent 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 on the basis of the provisions of this Stipulation and Agreement in Settlement and Order ("Stipulation").

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 Respondent has received, read and understands the Statement to Respondents, the Discovery Provisions of the APA and the Accusation filed by the Department of Real Estate in this proceeding.

- 3. On or about February 9, 2024, Respondent 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 in Case No. H-42807 LA. Respondent hereby freely and voluntarily withdraws said Notice of Defense. Respondent acknowledges that he understands that by withdrawing said Notice of Defense he will thereby waive his rights 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 he will waive other rights afforded to him in connection with the hearing such as the right to present evidence in defense of the allegations in the Accusation and the right to cross-examine witnesses.
- 4. This Stipulation is based on the factual allegations contained in the Accusation. In the interest of expedience and economy, Respondent chooses not to contest these allegations, but to remain silent, and understands 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 or another licensing agency of this state, another state, or if the federal government is involved, and otherwise shall not be admissible in any other criminal or civil proceeding.
- 6. It is understood by the parties that the Real Estate Commissioner may adopt the Stipulation as her Decision in this matter, thereby imposing the penalty and sanctions on Respondents' real estate licenses and license rights as set forth in the below "Order". In the event that the Commissioner in her discretion does not adopt the Stipulation and Agreement, it shall be void and of no effect, and Respondents shall retain the right to a hearing and proceeding on the

Accusation under all the provisions of the APA and shall not be bound by any admission 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.

DETERMINATION OF ISSUES

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

The conduct of Respondent, as described in the Accusation, is in violation of California Business and Professions Code ("Code") Sections 10176(a), 10176(c), 10176(i), 10176(m) and 11018.2 and is grounds for the suspension or revocation of all of the real estate license and license rights of Respondent under the provision of Code Section 10177(d), 10177(g), and 10177(j).

ORDER

WHEREFORE, THE FOLLOWING ORDER is hereby made:

I.

(JEFFREY IRISH CONDON)

All licenses and licensed rights of Respondent JEFFREY IRISH CONDON under the Real Estate Law are revoked; provided, however, a restricted real estate broker license shall be issued to Respondent pursuant to Section 10156.5 of the Business and Professions Code if Respondent makes application therefor and pays to the Department of Real Estate the appropriate fee for the restricted license within 90 days from the effective date of this Decision. The restricted license issued to Respondent shall be subject to all of the provisions of Section 10156.7 of the Business and Professions Code and to the following limitations, conditions and restrictions imposed under authority of Section 10156.6 of that Code:

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1. The restricted license issued to Respondent may be suspended prior to hearing by Order of the Real Estate Commissioner in the event of Respondent's conviction or plea of nolo contendere to a crime which is substantially related to Respondent's fitness or capacity as a real estate licensee.

- 2. The restricted license issued to Respondent may be suspended prior to hearing by Order of the Real Estate Commissioner on evidence satisfactory to the Commissioner that Respondent has violated provisions of the California Real Estate Law, the Subdivided Lands Law, Regulations of the Real Estate Commissioner or conditions attaching to the restricted license.
- 3. Respondent shall not be eligible to petition for the issuance of any unrestricted real estate license nor for removal of any of the conditions, limitations or restrictions of a restricted license until one (1) year has elapsed from the effective date of this Decision and Order. Respondent shall not be eligible to apply for any unrestricted licenses until all restrictions attaching to the license have been removed.
- 4. Respondent shall, within six (6) months from the effective date of this Order, 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, Respondent's real estate license shall automatically be suspended until Respondent passes the examination.
- 5. All licenses and licensing rights of Respondent are indefinitely suspended unless or until Respondent pays the sum of \$3,777.25 for the Commissioner's reasonable cost of the investigation and enforcement which led to this disciplinary action. Said payment shall be in the form of a cashier's check made payable to the Department of Real Estate. The investigative and enforcement costs must be delivered to the Department of Real Estate, Flag Section, prior to the effective date of this Order, at PO Box 137013, Sacramento, CA 95813-7013, for all mail that will be delivered prior to July 1, 2024, or 651 Bannon Street, Suite 500-D, Sacramento, CA 95811, if the mail will be delivered after July 1, 2024.

6. Respondent shall, within nine (9) months from the effective date of this Order, 1 2 present evidence satisfactory to the Commissioner that Respondent has, since the most recent issuance of an original or renewal real estate license, taken and successfully completed the 3 continuing education requirements of Article 2.5 of Chapter 3 of the Real Estate Law for renewal 4 of a real estate license. If Respondent fails to satisfy this condition, Respondent's real estate 5 license shall automatically be suspended until Respondent presents evidence satisfactory to the 6 Commissioner of having taken and successfully completed the continuing education requirements. 7 Proof of completion of the continuing education courses must be delivered to the Department of Real Estate, Flag Section at PO Box 137013, Sacramento, CA 95813-7013, for all mail that will be delivered prior to July 1, 2024, or 651 Bannon Street, Suite 500-D, Sacramento, CA 95811, if the 10 mail will be delivered after July 1, 2024. 11

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DATED: 6/4/202

Kevin H. Sun, Counsel for Department of Real Estate

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EXECUTION OF THE STIPULATION

I have read the Stipulation and its terms are understood by me and are agreeable and acceptable to me. I understand that I am waiving rights given to me by the California Administrative Procedure Act (including but not limited to Sections 11506, 11508, 11509 and 11513 of the Government Code), and I willingly, intelligently and voluntarily waive those rights, including the right of requiring the Commissioner to prove the allegations in the Accusation at a hearing at which I would have the right to cross-examine witnesses against me and to present evidence in defense and mitigation of the charges.

Respondent shall <u>mail the original</u> signed signature page of the stipulation herein to Kevin H. Sun, Attention: Legal Section, Department of Real Estate, 320 W. Fourth St., Suite 350, Los Angeles, California 90013-1105.

In the event of time constraints before an administrative hearing, Respondent can 1 signify acceptance and approval of the terms and conditions of this Stipulation and Agreement by emailing a scanned copy of the signature page, as actually signed by Respondent, to the 3 Department counsel assigned to this case. Respondent agrees, acknowledges and understands that 4 by electronically sending the Department a scan of Respondent's actual signature as it appears on 5 the Stipulation and Agreement that receipt of the scan by the Department shall be binding on 6 Respondent as if the Department had received the original signed Stipulation. Respondent shall also 7 mail the original signed signature page of this Stipulation to the Department counsel. 8 Respondent's signature below constitutes acceptance and approval of the terms and 9 conditions of this Stipulation. Respondent agrees, acknowledges and understands that by signing 10 this Stipulation, Respondent is bound by its terms as of the date of such signature and that this 11 Agreement is not subject to rescission or amendment at a later date except by a separate Decision 12 and Order of the Real Estate Commissioner. 13 14 DATED: June 3, 2024 15 16

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1	The foregoing Stipulation and Agreement is hereby adopted as my Decision as to
2	Respondent JEFFREY IRISH CONDON in this matter and shall become effective at 12 o'clock
3	noon on, 2024.
4	
5	IT IS SO ORDERED 7/29/2079, 2024.
6	CHIKA SUNQUIST
7	REAL ESTATE COMMISSIONER
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9	Jan Milat
10	By: Marcus L. McCarther Chief Deputy Real Estate Commissioner
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RE 511 (Rev. 7/18)



BEFORE THE DEPARTMENT OF REAL ESTATE

AUG 0 5 2024

STATE OF CALIFORNIA

By_

In the Matter of the Accusation of:

SAGEPOINT, MICHELLE LEE ANTIC,
Individually and as designated
officer/officer of SagePoint, and JEFFREY
IRISH CONDON, individually and as
designated officer/officer of SagePoint,

Respondents.

DRE No. H-42807 LA

)

RESPONDENTIFY
)

DRE No. H-42807 LA

DECISION

This Decision is being issued in accordance with the provisions of Section 11520 of the Government Code, on evidence of compliance with Section 11505 of the Government Code and pursuant to the Order of Default filed on June 5, 2024, and the Findings of Fact set forth herein, which are based on one or more of the following: (1) The express admissions of Respondent, SAGEPOINT ("Respondent"); (2) affidavits; and (3) other evidence.

This Decision revokes one or more real estate licenses on the grounds of the violation of the Real Estate Law, Part 1 commencing with Section 10000 of the Business and Professions Code ("Code") and/or the Regulations of the Real Estate Commissioner, Title 10, Chapter 6 of the California Code of Regulations ("Regulations").

Pursuant to Government Code Section 11521, the California Department of Real Estate ("the Department") may order reconsideration of this Decision on petition of any party. The party seeking reconsideration shall set forth new facts, circumstances, and evidence, or errors in law or analysis, that show(s) grounds and good cause for the Commissioner to reconsider the Decision. If new evidence is presented, the party shall specifically identify the new evidence and explain why it was not previously presented. The Department's power to order reconsideration of this Decision shall expire 30 days after mailing of this Decision, or on the effective date of this Decision, whichever occurs first. The right to reinstatement of a revoked real estate license, or to the reduction of a penalty, is controlled by Section 11522 of the Government Code. A copy of Government Code Sections 11521 and 11522 and a copy of the Commissioner's Criteria of Rehabilitation are attached hereto for the information of respondent.

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FINDINGS OF FACT

1

On December 22, 2023, Joseph Aiu made the Accusation in his official capacity as a Supervising Special Investigator of the Department. The Accusation, Statement to Respondent, and Notice of Defense were mailed, by certified mail, return receipt requested, to Respondent's last known mailing address on file with the Department on January 25, 2024.

2.

On June 5, 2024, no Notice of Defense having been received or filed herein within the time prescribed by Section 11506 of the Government Code, Respondent's default was entered herein.

LICENSE HISTORY

3.

(SAGEPOINT)

a. Respondent SAGEPOINT 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 of Real Estate ("Department") license ID 01987029.

- b. The Department originally issued Respondent's REC license on or about September 9, 2015.
- c. Respondent's REC license is scheduled to expire on August 24, 2025, unless renewed.
- d. According to the Department's records, Respondent has 3 salespersons associated with its license.

4.

To date, the Department has incurred investigation costs totaling \$4,122.50.

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Attached as Exhibit "A" is a true and correct copy of the Accusation filed on January 25, 2024, which is incorporated herein as part of this Decision.

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DETERMINATION OF ISSUES

1.

The allegations contained in the Accusation incorporated herein by reference made in Paragraph 5, above, constitute cause for the suspension or revocation of all the licenses, license endorsements, and license rights of Respondent under the provisions of Code Sections 11018.2, 10176(a), (c), (i), (m) and 10177(d), (g), (j) of the Business and Professions Code.

2.

The standard of proof applied was clear and convincing evidence to a reasonable certainty.

<u>ORDER</u>

All licenses and licensing rights of Respondent SAGEPOINT under the provisions of Part I of Division 4 of the Business and Professions Code are revoked.

This Decision shall become effective at 12 o'clock noon on _

SEP 0 4 2024

- DATED: 7/29/2024

CHIKA SUNQUIST REAL ESTATE COMMISSIONER

By: Marcus L. McCarther

Chief Deputy Real Estate Commissioner

Department of Real Estate 320 West Fourth St, Ste 350 Los Angeles, CA, 90013





BEFORE THE DEPARTMENT OF REAL ESTATE

STATE OF CALIFORNIA

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In the Matter of the Accusation of:

DRE No. H-42807 LA

DEFAULT ORDER

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SAGEPOINT, MICHELLE LEE ANTIC,

Individually and as designated

officer/officer of SagePoint, and JEFFREY IRISH CONDON, individually and as

designated officer/officer of SagePoint,

Respondents.

Respondent SAGEPOINT, having failed to file a Notice of Defense within

the time required by Section 11506 of the Government Code, is now in default. It is, therefore, ordered that a default be entered on the record in this matter.

IT IS SO ORDERED JUNE 05, 2024.

CHIKA SUNQUIST REAL ESTATE COMMISSIONER

TRICIA D. PARKHURST Assistant Commissioner, Enforcement

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EXHIBIT "A"

1	Kevin H. Sun, Counsel (SBN 276539) Department of Real Estate		
2	320 West 4th Street, Suite 350		
3	Los Angeles, California 90013-1105 Telephone: (213) 576-6982 Department of Real Estate		
4	Fax: (213) 576-6917		
5	Email: Kevin.Sun@dre.ca.gov Attorney for Complainant		
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8	BEFORE THE DEPARTMENT OF REAL ESTATE		
9	STATE OF CALIFORNIA		
LO	* * *		
11	In the Matter of the Accusation of) No. H-42807 LA		
12	SAGEPOINT, MICHELLE LEE ANTIC,) ACCUSATION		
13	Individually and as designated officer/officer of)		
14	SagePoint, and JEFFREY IRISH CONDON,) individually and as designated officer/officer of)		
	SagePoint,)		
15	Respondents.)		
16			
17			
18	The Complainant, Joseph Aiu, a Supervising Special Investigator of the State of		
19	California, for cause of Accusation against SAGEPOINT, MICHELLE LEE ANTIC, and		
20	JEFFREY IRISH CONDON (collectively "Respondents") alleges as follows:		
21	1.		
22	The Complainant, Joseph Aiu, a Supervising Special Investigator of the State of		
23	California, makes this Accusation in his official capacity.		
24	2.		
25	All references to the "Code" are to the California Business and Professions Code		
26	and all references to "Regulations" are to Title 10, Chapter 6, California Code of Regulations.		
27			

LICENSE HISTORY

3.

(SAGEPOINT)

- a. Respondent SAGEPOINT 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 of Real Estate¹ ("Department") license ID 01987029.
- b. The Department originally issued Respondent's REC license on or about September 9, 2015.
- c. Respondent's REC license is scheduled to expire on August 24, 2025, unless renewed.
- d. According to the Department's records, Respondent has 3 salespersons associated with its license.

4.

(MICHELLE LEE ANTIC)

- (a) Respondent MICHELLE LEE ANTIC ("ANTIC") 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 01313576.
- (b) The Department originally issued ANTIC's REB license on or about July 25, 2011.
- (c) ANTIC's REB license is scheduled to expire on July 24, 2027, unless renewed.

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¹ Between July 1, 2013 and July 1, 2018, the Department of Real Estate operated as the Bureau of Real Estate under the Department of Consumer Affairs.

1	(d) According to the Department's records, ANTIC was the designated officer of		
2	SAGEPOINT from approximately August 25, 2021 to June 26, 2023.		
3	(e) ANTIC was also the Secretary of SAGEPOINT.		
4	5.		
5	(JEFFREY IRISH CONDON)		
6	(a) Respondent JEFFREY IRISH CONDON ("CONDON") is presently licensed		
7	and/or has license rights under the Real Estate Law, Part 1 of Division 4 of the California		
8	Business and Professions Code, as a REB, Department license ID 01865647.		
9	(b) The Department originally issued CONDON's REB license on or about May		
10	25, 2016.		
11	(c) CONDON's REB license is scheduled to expire on May 24, 2024, unless		
12	renewed.		
13	(d) According to the Department's records, CONDON was the designated		
14	officer of SAGEPOINT from approximately October 16, 2019 to August 24, 2021. CONDON		
15	was an officer of SAGEPOINT from approximately October 5, 2021 to June 26, 2023.		
16	(e) CONDON was also the CEO of SAGEPOINT.		
17	LICENSED ACTIVITIES		
18	6.		
19	At all times mentioned herein, Respondents engaged in the performance of		
20	activities requiring a real estate license pursuant to Code Section 10130.		
21	FACTS DISCOVERED BY THE DEPARTMENT		
22	7.		
23	On or about February 1, 2016, the Department of Real Estate ("Department")		
24	received a Combined Notice of Intention (RE 624 Part III) and Application for Public Report		
25	("Application") for the subdivision, described as "One Mission Bay", Tract No. Phase 2 Final		
26	Map 8303, located at Channel Street near Third Street and Fourth Street (1000, San Francisco,		
27	California: is further identified as Department File No. 146991SA-F00 ("the subdivision")		

1 their agents or employees. 8. 3 4 5 6 9. 7 8 9 10 as of February 1, 2022. 11 10. 12 13 14 and sell units of the subdivision on behalf of Owner. 15 11. 16 17 18 19 20 12. 21 22 23

together with supporting documents from 1000 Channel Street (SF) Owner, LLC("Owner"), or

Based upon the representations and assurances given in the Application and supporting documents, the Commissioner issued his Final Subdivision Public Report ("Public Report"), on or about February 2, 2017. The Public Report was to expire on February 1, 2022.

On or about May 22, 2018, the Department received a Public Report Amendment /Renewal Application (RE 635) ("Renewal") for the subdivision. The Renewal was amended on December 15, 2022. The Public Report was not timely renewed and expired

On or about October 18, 2019, Owner and Respondents entered into a Real Estate Sales and Marketing Agreement ("Agreement"), whereby SAGEPOINT would market

On or about March 30, 2022, Respondents represented Owner in selling unit 1202 of the subdivision. The unit was sold for \$2,640,000. CONDON signed the sales agreement on behalf of SAGEPOINT. On or about April 29, 2022, a grant deed was recorded whereby Owner transferred unit 1202 to the buyers.

On or about May 12, 2022, Respondents represented Owner in selling unit 1301 of One Mission Bay. The unit was sold for \$2,900,000. CONDON signed the sales agreement on behalf of SAGEPOINT. On or about July 15, 2022, a grant deed was recorded whereby Owner transferred unit 1301 to the buyer.

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APPLICABLE SECTIONS OF THE REAL ESTATE LAW

Code Section 11018.2

13.

Code Section 11018.2 provides, in pertinent part, that "No person shall sell or lease, or offer for sale or lease in this state any lots or parcels in a subdivision without first obtaining a public report from the Real Estate Commissioner. . ."

Grounds for Disciplinary Action - Code Section 10176

14.

Pursuant to Code Section 10176, "The commissioner may, upon his or her own motion, and shall, upon the verified complaint in writing of any person, investigate the actions of any person engaged in the business or acting in the capacity of a real estate licensee within this state, and he or she may temporarily suspend or permanently revoke a real estate license at any time where the licensee, while a real estate licensee, in performing or attempting to perform any of the acts within the scope of this chapter has been guilty of any of the following:

(a) Making any substantial misrepresentation.

* *

(c) A continued and flagrant course of misrepresentation or making of false promises through licensees.

9.

(i) Any other conduct, whether of the same or of a different character than specified in this section, which constitutes fraud or dishonest dealing.

II

(m) Violating any section, division, or article of law which provides that a violation of that section, division, or article of law by a licensed person is a violation of that person's licensing law, if it occurs within the scope of that person's duties as a licensee. . ."

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Further Grounds for Disciplinary Action - Code Section 10177

15.

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:

.

(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.

(g) Demonstrated negligence or incompetence in performing an act for which he or she is required to hold a license.

(j) Engaged in any other conduct, whether of the same or of a different character than specified in this section, that constitutes fraud or dishonest dealing. . ."

VIOLATIONS OF THE REAL ESTATE LAW - CAUSES FOR DISCIPLINE

16.

In the course of the activities described above in Paragraph 6, and based on the facts discovered by the Department in Paragraphs 7 through 12, above, Respondents acted in violation of the Code and Regulations, as described below.

17.

On or about March 30, 2022, Respondents represented Owner in selling unit 1202 of the subdivision. The unit was sold for \$2,640,000. On or about April 29, 2022, a grant deed was recorded whereby Owner transferred unit 1202 to the buyers, in violation of Code Sections 11018.2, 10176(a), (c), (i), (m) and 10177(d), (g), (j).

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On or about May 12, 2022, Respondents represented Owner in selling unit 1301 of One Mission Bay. The unit was sold for \$2,900,000. On or about July 15, 2022, a grant deed was recorded whereby Owner transferred unit 1301 to the buyer, in violation of Code Sections 11018.2, 10176(a), (c), (i), (m) and 10177(d), (g), (j).

Additional Violations of the Real Estate Law

19.

The overall conduct of Respondent 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 and Code Section 10177(d) for willful disregard of the Real Estate Law.

COSTS

20.

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.

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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 Respondents SAGEPOINT, MICHELLE LEE ANTIC, and JEFFREY IRISH CONDON, 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.

Dated at Los Angeles, California on	Dec 22, 2023	

Joseph Aiu Supervising Special Investigator

cc: SAGEPOINT
MICHELLE LEE ANTIC
JEFFREY IRISH CONDON
Joseph Aiu
Sacto.

ACCUSATION