

1 Department of Real Estate
2 320 West 4th Street, Suite 350
3 Los Angeles, California 90013
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FILED

OCT 08 2025

DEPT. OF REAL ESTATE

By—

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

10 * * *

11 To:) No. H-43175 LA
12)
13 SELLER'S ADVANTAGE, INC.; and)
14)
15 ADELE LORAIN RAWLS TUCKER,)
16 individually and as designated officer of)
17 Seller's Advantage, Inc.;)
18)
19)
20)
21)
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24)
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27)

ORDER TO DESIST
AND REFRAIN
(B&P Code section 10086)

17 The Commissioner ("Commissioner") of the California Department of Real
18 Estate ("Department") caused an investigation to be made of the activities of SELLER'S
19 ADVANTAGE, INC. ("SAI") and ADELE LORAIN RAWLS TUCKER ("TUCKER"),
20 individually and as designated officer of Seller's Advantage, Inc. Based on that investigation,
21 the Commissioner has determined that SAI and TUCKER have violated California Business
22 and Professions Code sections 10140.6 (disclosure of licensed status (i.e., name and license
23 number) in advertising), 10159.2 (broker supervision), 10159.5 (use of unregistered fictitious
24 business name), 10177(c) ("[k]nowingly authorized, directed, connived at, or aided in the
25 publication, advertisement, distribution, or circulation of a material false statement or
26 representation concerning their designation or certification of special education, credential,

1 trade organization membership, or business, or concerning a business opportunity or a land or
2 subdivision, as defined in Chapter 1 (commencing with Section 11000) of Part 2, offered for
3 sale”), 10177(d) (willful disregard of Real Estate Law and Regulations), 10177(g)
4 (negligence/incompetence), and 10177(h) (broker supervision) and Title 10, Chapter 6,
5 California Code of Regulations sections 2725 (broker supervision), 2731 (use of unregistered
6 fictitious business name), and 2773 (failure to use license number on solicitation materials.
7 Based on the findings of that investigation, as set forth below, the Commissioner hereby issues
8 the following Findings of Fact, Conclusions of Law, and Desist and Refrain Order pursuant to
9 California Business and Professions Code section 10086.

11 FINDINGS OF FACT

13 *License History*

14 1. SAI¹ is presently licensed and/or has license rights under the Real
15 Estate Law, Part 1 of Division 4 of the California Business and Professions Code as a real
16 estate corporation (license no. 01961658). SAI was originally licensed with a broker license
17 on or about July 31, 2014, and has been so licensed through the present. SAI’s designated
18 officer has been TUCKER from on or about March 23, 2021 through the present. SAI’s prior
19 designated officer was Stephen Patrick Couig (“Couig”) (license no. 01905020) from on or
20 about July 31, 2014 to March 22, 2021. At no time has SAI had a fictitious business name
21 registered with the Department of Real Estate.

23 ¹ From at least April 16, 2025 through the present, Damon Grant Lines (“Lines”) (salesperson
24 license number 01935354) has been SAI’s chief executive officer and director; Paul Johnson has
25 been SAI’s chief financial officer and secretary; and Stephen Patrick Couig, David Frosh, and
26 Doug Hopkins have been SAI’s directors. Lines’ responsible broker has been Tucker Real
Estate, Inc. (license number 01915212) from on or about December 4, 2020 through the
present. Tucker Real Estate, Inc.’s sole designated officer has been TUCKER.

1 2. TUCKER is presently licensed and/or has license rights under the Real
2 Estate Law, Part 1 of Division 4 of the California Business and Professions Code as a real
3 estate broker (license no. 01314465). TUCKER was originally licensed with a broker license
4 on or about December 30, 2010, and has been so licensed through the present. Previously,
5 TUCKER was licensed with a conditional salesperson license from on or about July 7, 2001 to
6 October 31, 2001 and a salesperson license from on or about November 1, 2001 to December
7 29, 2010. At no time has TUCKER had a fictitious business name registered with the
8 Department of Real Estate. In addition to being the designated officer of SAI, TUCKER has
9 been the designated officer of Tucker Real Estate, Inc. (license number 01915212) from on or
10 about June 28, 2012 through the present.

11
12 *Solicitations*

13 3. From at least July 25, 2022 through the present, SAI and TUCKER
14 solicited homeowners to sell their real property to SAI. These solicitations include, but are not
15 limited to, websites, social media accounts, and commercials. In each and every website,
16 social media account, and commercial described herein, SAI claims, "We Buy Houses For
17 Cash, As-Is & Now," or other wording to the effect that SAI will be the buyer of the real
18 property. However, SAI does not buy the real property itself.

19 4. When an owner contacts SAI, SAI's employee gathers information
20 about the real property then sets up an appointment for one of SAI's "acquisition
21 representatives" or "acquisition managers" who is not licensed with the Department of Real
22 Estate to meet with the owner and assess the real property. The acquisition representative or
23 manager evaluates the real property and presents an offer from Renovate Properties, LLC. If
24 the owner accepts the offer, then SAI opens escrow, and searches for a buyer. Soon thereafter,
25 Renovate Properties, LLC assigns its rights to the new buyer. SAI remains a part of the
26 transaction by advising the owner on the real estate process, including, but not limited to, how
27

1 to fill out the paperwork.

2 5. Each and every website, social media account, and commercials
3 described herein use the unregistered fictitious business name, "Seller's Advantage," to solicit
4 owners to sell real property.

5 6. On SAI's website, www.sellersadvantage.com, SAI claims, "We Buy
6 Houses For Cash, As-Is & Now." It states it will collect information about the real property,
7 inspect the real property, and provide an offer, then handle the paperwork and arrange a cash
8 transaction if the owner accepts the offer. It also names approximately eight (8) "client
9 experience" manager/coordinators, approximately seven (7) "acquisition team"
10 manager/coordinators, and a disposition team consisting of approximately six (6) "disposition
11 managers," "transaction manager," "transaction coordinators," and "transaction assistant."
12 None of these individuals are licensed with SAI as their responsible broker. This website
13 discloses SAI's real estate license number, but it is displayed in a font smaller than the next
14 smallest font size on the webpage.

15 7. On SAI's Facebook page, www.facebook.com/sellersadvantage, SAI
16 and TUCKER fail to disclose SAI's and/or TUCKER's real estate license number(s).

17 8. On SAI's Instagram page, www.instagram.com/sellersadvantage, SAI
18 and TUCKER fail to disclose SAI's real estate license number.

19 9. On SAI's LinkedIn page, [www.linkedin.com/company/sellers-](http://www.linkedin.com/company/sellers-advantage)
20 [advantage](http://www.linkedin.com/company/sellers-advantage), SAI and TUCKER fail to disclose SAI's real estate license number.

21 10. On SAI's YouTube page/channel,
22 www.youtube.com/channel/UCSePfVaxHnRNaR-cBfOdQAAQ, SAI and TUCKER fail to
23 disclose SAI's real estate license number.

24 11. On the website, www.ispot.tv/ad/tvso/sellers-advantage-let-us-help-you,
25 SAI and TUCKER advertise in a commercial featuring Doug Hopkins, one of SAI's directors
26 who has at no time been licensed with the Department of Real Estate, soliciting homeowners
27

1 to let SAI buy their homes with no agent fees and no repairs and “help [them] with [their]
2 selling situation whatever it is . . .” However, SAI does not buy the real property. In addition,
3 SAI’s real estate license number is displayed in a font smaller than the next smallest font size
4 in the commercial.

5 12. In television commercials, SAI advertises it will purchase homes
6 without “NO AGENCY FEES” and directs people to view its website, sellersadvantage.com,
7 but fails to include SAI’s real estate license number.

8
9 *Los Alamitos Property*

10 13. On or about July 7, 2022, J. Peterson (“Seller”) contacted SAI to sell
11 her house in Los Alamitos, CA (“Los Alamitos Property”) in reliance on SAI’s solicitation
12 claiming SAI would present an all-cash offer with SAI being the buyer for her house in an “as-
13 in” condition.

14 14. On July 25, 2022, Nicholas “Nick” Madrid (“Madrid”),² who was
15 employed by SAI but also represented Renovated Properties, LLC, met Seller at the Los
16 Alamitos Property, inspected the Los Alamitos Property, and presented a Real Estate Purchase
17 and Sale Agreement for the purchase of the Los Alamitos Property to Seller. Madrid went
18 along with Seller’s understanding that SAI was the buyer, and failed to explain that the buyer,
19 Renovate Properties, LLC was a distinct and separate entity from SAI. As a result, that same
20 day, Seller agreed and accepted the Real Estate Purchase and Sale Agreement with the belief
21 that the buyer was SAI as stated in SAI’s solicitations.

22 15. On or about July 27, 2022, Renovate Properties, LLC assigned its rights
23

24 ² At the time, Madrid was not licensed from the Department of Real Estate in any capacity. On
25 or about November 21, 2023, Madrid obtained his real estate salesperson license, and has been
26 so licensed since then. From on or about November 21, 2023 through the present, Madrid’s
responsible broker has been Tucker Real Estate, Inc. (license number 02224385). Tucker Real
Estate, Inc.’s designated officer is TUCKER.

1 as the buyer to OC/LA Properties, LLC. OC/LA Properties, LLC's sole member is Michele
2 Leigh DeVivo ("DeVivo") (salesperson license number 01376760). On or about August 3,
3 2022, OC/LA Properties, LLC disclosed to Seller that DeVivo, a real estate licensee, was the
4 sole managing member OC/LA Properties, LLC.

5 16. SAI's unlicensed representatives and/or "transaction coordinators,"
6 including, but not limited to, Meggan Nielson and Melissa Eaves, advised Seller throughout
7 the transaction.

8 17. At no time did SAI disclose to Seller that it was licensed as a real estate
9 broker.

10 11 CONCLUSIONS OF LAW

12 Based on the information contained in Paragraphs 1 through 17, above,
13 SELLER's ADVANTAGE, INC. and ADELE LORAIN RAWLS TUCKER employed and
14 directed individuals who are not licensed with the Department of Real Estate in any capacity to
15 engage in real estate activities that require a broker license in violation of California Business
16 and Professions Code sections 10130 and 10131(a) ("[se]lls or offers to sell, buys or offers to
17 buy, solicits prospective sellers or buyers of, solicits or obtains listings of, or negotiates the
18 purchase, sale, or exchange of real property or a business opportunity") and violated California
19 Business and Professions Code sections 10140.6 (disclosure of licensed status (i.e., name and
20 license number) in advertising), 10159.2 (broker supervision), 10159.5 (use of unregistered
21 fictitious business name), 10177(c) ("[k]nowingly authorized, directed, connived at, or aided in
22 the publication, advertisement, distribution, or circulation of a material false statement or
23 representation concerning their designation or certification of special education, credential,
24 trade organization membership, or business, or concerning a business opportunity or a land or
25 subdivision, as defined in Chapter 1 (commencing with Section 11000) of Part 2, offered for
26 sale"), 10177(d) (willful disregard of Real Estate Law and Regulations), 10177(g)

(negligence/incompetence), and 10177(h) (broker supervision) and Title 10, Chapter 6, California Code of Regulations sections 2725 (broker supervision), 2731 (use of unregistered fictitious business name), and 2773 (failure to use license number on solicitation materials).

DESIST AND REFRAIN ORDER

IT IS HEREBY ORDERED THAT SELLER'S ADVANTAGE, INC. and ADELE LORAIN RAWLS TUCKER, individually and as designated officer of Seller's Advantage, Inc., whether doing business under their own names or any other names or fictitious names, immediately desist and refrain from employing unlicensed entities and individuals from doing any acts within the State of California for which a real estate broker license is required.

DATED: 9/24/2025

CHIKA SUNQUIST
REAL ESTATE COMMISSIONER

Notice: California Business and Professions Code section 10139 provides that "Any person acting as a real estate broker or real estate salesperson without a license or who advertises using words indicating that he or she is a real estate broker without being so licensed shall be guilty of a public offense punishable by a fine not exceeding twenty thousand dollars (\$20,000), or by imprisonment in the county jail for a term not to exceed six months, or by both fine and imprisonment; or if a corporation, be punished by a fine not exceeding sixty thousand dollars (\$60,000)."

cc: Seller's Advantage, Inc.
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