



REAL ESTATE BULLETIN

Gray Davis, Governor

Maria Contreras-Sweet, Secretary, Business, Transportation, & Housing Agency

Paula Reddish Zinnemann, Real Estate Commissioner

<http://www.dre.ca.gov>

Department of Real Estate

Summer 2002

Message from Commissioner Reddish Zinnemann

The Department of Real Estate is committed to protecting the public interest in real estate transactions and providing related services to the real estate industry. As such, I am pleased to share some recent innovations and improvements with

Consumer outreach

Consumer outreach is top priority. All DRE consumer protection materials are available on the DRE Web site and the **Consumer's menu** has been improved to help consumers find what they need quickly and easily. **Information for Homebuyers** which provides an overview of the home purchase and loan processes, as well as helpful tips for consumers, is on the DRE Web site in English, Spanish, and Traditional Chinese. **Protect Yourself from Predatory Lending** also on the DRE Web site in English, Spanish, and Traditional Chinese, offers further details about the mortgage loan process and advises consumers of predatory lending tactics of which they should be aware. In addition to this virtual information, DRE staff members are available to speak to consumer groups about various topics related to real estate. [Both topics are featured "In the Spotlight" on the main DRE Web page.]

License applicants

To better serve license applicants, the DRE in conjunction with the Department of Justice has developed an electronic fingerprint interface aimed at helping to expedite the licensing process. Also,

the DRE continues to add features to its Web site to provide license applicants and licensees with efficient ways to interact with the DRE.

Licensees

To ensure conditional licensees have the knowledge they need to conduct business, the Department is proposing legislation to make Real Estate Practices mandatory, rather than optional,

education course. The legislation also requires licensees pass a one-time exam to be given in each of the four mandatory continuing education classes: Agency, Ethics, Trust Fund Handling, and Fair Housing. In addition, the DRE is now monitoring continuing education providers on a random basis to ensure the courses offered are in compliance with DRE re-

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Cheat on continuing education Jeopardize your license

The DRE recently filed an action seeking to withdraw approval of the courses offered by a continuing education course provider who was allegedly allowing continuing education course certificates to be sold to licensees without requiring them to actually take the course.

In addition to the alleged actions of the course provider, it is disturbing that there were perhaps hundreds of real estate licensees who apparently decided to renew their licenses by attempting to cheat the system rather than legitimately completing the required 45 hours of continuing education. In response to this situation, the DRE is initiating a program to carefully monitor the offerings of course providers as well as continuing to review the continuing education submitted by licensees with renewal applications. Any licensee who is found to have renewed their license by fraud, e.g., using continuing education that was not actually completed, will be subject to disciplinary action.

Licensees are encouraged to consider that the requirement to complete 45 hours of continuing education over a four-year period is not overly burdensome. Any licensee who is entertaining the prospect of renewing their license using fraudulently obtained continuing education should carefully consider the potential consequences before submitting that information to the DRE. Individuals who attempt to cheat the system are placing their license in jeopardy. ⚠

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STATE OF CALIFORNIA
GRAY DAVIS, Governor

BUSINESS, TRANSPORTATION AND HOUSING AGENCY
MARIA CONTRERAS-SWEET, Secretary

DEPARTMENT OF REAL ESTATE
PAULA REDDISH ZINNEMANN, Commissioner

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Commissioners message

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quirements, including , course content is consistent with, what , he DRE approved.,

To further educate licensees, DRE Enforcement Deputies, are now visiting brokers' offices on , random basis to survey, their practices, help brokers to comply with the Real Estate, Law and prevent potential violations , could be harmful to, consumers and brokers alike.,

Escrow violations

Due to newly enacted legislation, finding out about escrow, violations is easier than ever. Individuals interested in determining, whether , specific escrow company, title company, escrow or real estate broker with an escrow division has been, the subject of administrative action by the Department of, Corporations, California Department of Insurance or the DRE, can now visit any one of the three departments' Web sites to, gain access to , the information needed.,

Subdivisions

In support of the Governor's housing policies, , he DRE, continues to expedite all qualified affordable housing projects., Also, the Subdivision Section is revising the public report, format, as well as, subdivision application forms and instructions to be more comprehensive and user-friendly.,

These are just , few of the projects the DRE is working on, in addition to the everyday services provided by our dedicated, staff. I applaud their efforts and hope you will appreciate the, results. Have , happy, healthy, prosperous, and energy-efficient summer! ,

Most common enforcement violations



The Department's Enforcement Section receives and processes a large number of complaints each year that are investigated and referred to the Department's Legal Section for disciplinary action. In many cases, the violations that resulted in disciplinary action could have been avoided if appropriate office procedures had been in place. The following is a list of the six most common violations of the Real Estate Law that have resulted in disciplinary action and some suggested remedies to avoid the violations. All references are to Sections of the California Business and Professions Code and the Regulations of the Real Estate Commissioner.w

Trust fund record keeping violations

Trust fund handling and record keeping is one of the largest, problem areas in the industry. We see case after case in which, brokers handle trust monies on behalf of others and either, convert the monies to their own use, or do not have the expertise, to maintain proper accounting records and end up with short-,

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Predatory Lending Law to take effect July 1, 2002

Assembly Bill 489 (Migden), as amended by Assembly Bill 344 (Migden), takes effect on July 1, 2002. The legislation, generally known as the Predatory Lending Law, adds Sections 4970 through 4979.8w to the California Financial Code and imposes restrictions and limitations on specified consumer loans secured by real property for which an application is made on or after July 1, 2002. The law defines *covered loan* as a consumer loan in which the original principal balance is less than \$250,000 and either the annual percentage rate or the total points and fees, as defined, exceed specified limits. A *consumer loan* is defined as a consumer credit transaction secured by real property located in this state that is used, or is intended to be used, as the principal residence of the consumer and is improved by one to four residential units. Consumer loans do not include reverse mortgages, open lines of credit (as defined), loans secured by rental property or second homes and bridge loans (as defined).

Covered loans arranged or made by real estate brokers, finance lenders, residential mortgage lenders, as well as commercial banks, industrial banks, savings associations and credit unions organized in this state are subject to the provisions of the Predatory Lending Law. It establishes remedies available to victims (borrowers) for a violation of its provisions and authorizes the licensing and regulatory agencies with jurisdiction over the person or entity making or arranging a covered loan to take license disciplinary action.

Some of the prohibited acts and limitations for covered loans are summarized below.


- ❖ Prepayment fees or penalties after the first thirty-six months after the date of the loan closing are prohibited. A prepayment penalty may be included for the first thirty-six months only under specified conditions.
- ❖ Loans with terms of five years or less must be fully amortized.
- ❖ Loans other than first liens may not include negative amortization. First lien loans may include negative amortization only with proper disclosure of the terms.
- ❖ Advance payments required to be paid from the proceeds are prohibited.
- ❖ Increases of the interest rate as the result of a default are prohibited.
- ❖ Persons originating covered loans must reasonably believe that the consumer(s) obtaining the loan will be able to make the specified payments from resources other than the consumer's equity in the dwelling. The law establishes criteria upon which the person may rely.
- ❖ Payments from the proceeds of the loan made directly to contractors under a home-improvement contract are prohibited. Payments made jointly to the consumer and contractor or into a third-party escrow are allowed with specified requirements.
- ❖ Encouraging or recommending to the consumer to default on an existing loan or other debt is prohibited.
- ❖ A loan that contains a call provision that permits the lender, in its sole discretion, to accelerate the indebtedness unless under specified conditions, is prohibited.
- ❖ Refinancings that do not result in an identifiable, tangible benefit to the consumer are prohibited.
- ❖ A specified "Consumer Caution and Home Ownership Counseling Notice" must be given to the consumer no later than three days prior to the signing of the loan documents.
- ❖ Steering, counseling, or directing a consumer to accept a loan product with a risk grade less favorable than the consumer would otherwise qualify or with higher costs than the consumer would qualify is prohibited.
- ❖ Structuring the transaction as an open line of credit, or otherwise, in an attempt to avoid or circumvent the statute is prohibited.
- ❖ Acting in a manner that constitutes fraud is prohibited.

The law requires that any failure in compliance that is not willful be corrected not later than forty-five (45) days after receipt of a complaint or discovery of the error. The law further provides for both substantial (civil and administrative) remedies against any person who willfully and knowingly violates the law.

This summary should not be construed as an all-inclusive description of the statute, and therefore, a complete and careful reading of the law is highly recommended.

The new law is available on the DRE Web site at www.dre.ca.gov (see 2002 Real Estate Law, Excerpts from the California Codes, Financial Code §§4970-4979.8).

For more information regarding predatory lending and the loan process, please read "Protect Yourself in the Loan Process" on the Department's Web site at www.dre.ca.gov. It was developed as a guide to consumers to help keep them from falling prey to predatory lending practices and you may wish to recommend it to your clients.

For further information regarding the provisions of AB 489 and AB 344, you may call the Mortgage Lending Activities Unit at (916) 227-0770. 

Enforcement violations

Continued from page

ages in their trust accounts. To avoid problems in this area, all real estate brokers should be familiar with the following laws and regulations, which govern the handling of trust funds by real estate brokers.

Section 201452—General statute governing the handling of trusts, funds.

Regulation 28312—Maintaining, columnar records of trust funds, received.

Regulation 2831.12—Maintaining separate records for each beneficiary.

Regulation 2831.2 — Performing monthly reconciliation of trust fund accounts.

Regulation 28342—Allowing unlicensed and unbonded signatories on trust account.

Remedy

Deficiencies in the real estate trust fund records usually stem from one of two common deficiencies by real estate brokers.

The most common problem found among brokers who maintain poor trust fund records is lack of knowledge of what the law requires in the area of trust fund record keeping and lack of basic bookkeeping or accounting skills. Brokers often attempt to handle large amounts of trust funds without any specific training in the area. This often results in trust fund disaster.

Brokers should understand, simply because they are able to handle large amounts of trust funds by virtue of their license, it doesn't necessarily follow that they should. Before accepting any trust funds, brokers should make sure they have the proper knowledge and skills necessary to handle and account for the trust funds, which are received in their business operations. The level of knowledge and skill is necessary,

will vary with the type of operation and the amount of trust funds, which are handled. Brokers must be able to recognize the limitations of their knowledge and skills as their business operations expand and either get further training or hire professionals with appropriate training.

A second common problem found among brokers who maintain poor trust fund records is general lack of supervision over their trust fund operations. It is common to find brokerage operations where the responsible broker has simply turned this aspect of the operation over to office personnel. A broker must always exercise vigilant and consistent oversight of the trust fund operation to ensure there is compliance with the law.

The Real Estate Law is very specific as to how trust fund monies are to be handled and how records are to be maintained. Real estate brokers who handle trust fund monies have responsibility to become experts in this area. A good place to start is by reviewing the DRE's publication, entitled, Trust Funds which is available on our Web site.

Trust fund shortage violations

Section 201452—General statute governing the handling of trust funds.

Regulation 2832 — Trust fund handling.

Regulation 2832.12—Trust fund shortages.

Remedy

Often, trust fund shortages in brokerage operations are caused by poor record keeping and lack of control on the part of the responsible broker. The remedies to this problem were previously discussed.

Of even more concern than poor record keeping, are trust fund shortages resulting from the deliberate conversion for personal use by the broker or by employees,

of the broker. When this occurs, it is taken very seriously. Real estate brokers who are found to have converted trust funds can be assured disciplinary action will be taken against their license. Also, the potential for criminal prosecution exists.



Failure to supervise violations

Section 20177(h)2—As a real estate broker, failed to exercise reasonable supervision over the activities of salespersons, or as the officer of a corporation failed to exercise reasonable supervision over the activities conducted by the corporation for which a real estate license is required.

Lack of supervision on the part of a broker is a recurring problem. In case after case, the Department has to deal with the problem of real estate brokers becoming designated officers of corporations owned by salespersons or unlicensed individuals and then not properly supervising the operations.

While it is not illegal for brokers to become designated officers of corporations they do not own, they must remain mindful of their duty to supervise the licensed activities of the corporation. All too often, real estate brokers do not take this responsibility seriously, and the public suffers as a result.

Remedy

Brokers need to understand the responsibility they take on when they become the designated officer of a corporation or allow a group of salespersons to work under their individual broker license. The absentee broker may find himself/herself not only the subject of a DRE disciplinary action, but also the subject of a civil lawsuit. In the end, the costs greatly outweigh any benefit received in the income, which is usually paid for the use of a license.

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Disciplinary Action — Sept. 2001 to Nov. 2001

- ✓ A list of actions is not published in this *Bulletin* until the 30-day period allowed for court appeal has expired, or if an appeal is filed and the disciplinary action is stayed, until the stay is dissolved. Names of persons to whom licenses are denied on application are not published.
- ✓ Licensees are listed alphabetically by the District Office region of responsibility.
- ✓ The license type is listed in parentheses after the licensee's name. [REB – Real

estate broker; RREB – Restricted real estate broker; RES – Real estate salesperson; RRES – Restricted real estate salesperson; PRLS – Prepaid Rental listing Service; RPRLS – Restricted Prepaid rental listing service; REO – Real estate officer; REC – Real estate corporation]

Below are brief summaries of various regulations and code sections. The full text of the sections is found in the Business and Professions Code and the Regulations of the Real Estate Commission.

missioner, O both of which are printed in the *Real Estate Law* book. The *Real Estate Law* book is available for purchase from the Department of Real Estate (see page 11 or DRE Web site). Disciplinary actions that are "stayed" means there is "a delay in carrying out" all or part of the recommended discipline.



Commissioner's Regulations

- 2715n Licensee's failure to maintain current business or mailing address with DREn
- 2725n Failure to broker to exercise reasonable supervision over then activities of his or her salespersons
- 2726n Failure to have broker-salesperson agreements
- 2731n Unauthorized use of fictitious business namen
- 2752n Broker's failure to notify DRE of salesperson employment
- 2753n Broker's failure to retain salesperson's license at main office or return the licensen
- 2800(a)n Material change in subdivision offering
- 2800(p)(2)n Material change - Failure to pay subdivision assessments
- 2831n Failure to keep proper trust fund records
- 2831.1n Inadequate separate trust fund beneficiary records
- 2831.2n Failure to reconcile trust account
- 2832n Failure to comply with trust fund handling provisions
- 2832(a)n Failure of broker to place trust funds into hands of owner, into a neutral escrow depository or trust fund account within three business days of receipt
- 2832(e)n Failure of broker acting as escrow holder to deposit trust funds in trust account by next business day following receipt
- 2832.1n Failure to obtain permission to reduce trust fund balance in multiple beneficiary account
- 2834n Trust account withdrawals by unauthorized or unbonded person
- 2834(b)n Unauthorized or unbonded person making withdrawals from corporate trust fund account
- 2835n Retention of broker funds in trust account
- 2840n Failure to give approved borrower disclosure
- 2950(d)n Failure of broker handling escrows to maintain records and accounts
- 2950(f)n Failure by broker handling escrow to deposit trust funds in trust account
- 2950(g)n Broker-handled escrow disbursement without written instructions
- 2950(h)n Failure to advise all parties of licensee's interest in agency holding escrow
- 2951n Improper record keeping for broker handled escrows

- 10162n Failure to maintain a place of business
- 10163n Failure to obtain a branch office
- 10176(a)n Making any substantial misrepresentation
- 10176(e)n Commingling trust funds with brokers funds
- 10176(f)n Exclusive listing agreement without definite termination date
- 10176(g)n Secret profit or undisclosed compensation
- 10176(j)n Fraud or dishonest dealing in licensed capacity
- 10176(j)n Business opportunity listing violation
- 10177(a)n Procuring a real estate license by misrepresentation or material false statement
- 10177(b)n Conviction of crime
- 10177(d)n Violation of real estate law or regulations
- 10177(f)n Conduct that would have warranted denial of a license
- 10177(g)n Negligence or incompetence in performing licensed acts
- 10177(h)n Failure to supervise salespersons or licensed acts of corporation
- 10177(j)n Fraud or dishonest dealing as principal
- 10177(k)n Violation of restricted license condition
- 10177.5n Civil fraud judgment based on licensed acts
- 10229(h)(5)n Failing to forward multi-lender accountant's report to DRE
- 10229(j)(3)n Failure to file quarterly multi-lender trust account reports
- 10229(n)n Failure to file annual multi-lender account reports
- 10229(o)n Failure to file multi-lender threshold reports
- 10232n Failure to notify DRE of threshold status
- 10232.2n Failure to file or maintain trust fund status
- 10232.25n Failure to file trust fund status reports
- 10233n Failure of MLB to have written loan servicing contract
- 10240n Failure to give mortgage loan disclosure statement
- 10240(a)n Failure to give mortgage loan disclosure statement
- 11012n Material change in subdivision offering without notifying DRE
- 11018.2n Sale of subdivision lots without a public report

Business and Professions Code

- 480(c)n Denial of license on grounds of false statement in license application
- 490n Substantially related criminal conviction
- 9n License obtained by fraud or misrepresentation
- 10130n Acting without licensen
- 10137n Unlawful employment or payment of compensation
- 10145n Trust fund handling
- 10145(a)n Trust fund handling
- 10145(c)n Failure by salesperson to deliver trust funds to broker
- 10146n Advance fee handling
- 10148n Failure to retain records and make available for inspection
- 10159.2n Failure by designated officer to supervise licensed acts of corporation
- 10159.5n Failure to obtain license with fictitious business namen
- 10160n Failure to maintain salesperson licenses in possession of broker
- 10161.8n Failure of broker to notify Commissioner of salesperson employment
- 10161.8(a)n Failure of broker to notify Commissioner of salesperson employment

REVOKED LICENSES

Fresno Region

- Garcia, Antonio Ines (REB)b**
426 N. Abby St., 2nd Floor, Fresno
Effective: 2/28/02n
Violation: 10177(j)n
- Sanchez, Alberto Romero (RES)b**
912 E. Hatch Rd., Modesto
Effective: 12/26/01n
Violation: 498, 10177(a)n

Los Angeles Region

- Adibi, Lily (RES)b**
24302 Twig St., Lake Forest
Effective: 1/30/02n
Violation: 490(a), 10177(b)n
- Anano, James K. (REB, REO)b**
1122 S. La Cienega Blvd., #104,
Los Angeles
Effective: 2/28/02n
Violation: 10177(j)n

- Baker, Johnny Lorenzo (RES)b**
6110 S. Budlong Ave.,
Los Angeles
Effective: 1/28/02n
Violation: 490, 10177(b)n

- Barrios, German (RES)b**
8407 S. Vermont Ave.,
Los Angeles
Effective: 12/20/01n
Violation: 10130, 10145(c),n
10176(i), 10177(d)(g)n

- Borodo, Leopoldo Bina (RES)b**
17821 Horst Ave., Artesian
Effective: 12/4/01n
Violation: 10176(a), 10177(j)n

- Burgess, Jason Leonard (RES)b**
8811 N. Coast Hwy., #77,
Laguna Beach
Effective: 2/4/02n
Violation: 490, 10177(b)n

- Characky, Daniel Edward (RES)b**
17215 Elmdale Pl., Granada Hills
Effective: 12/5/01n
Violation: 490, 10177(b)n



Corby, Russell Glenn (RES)b
14514 Benefit St., Sherman Oaks
Effective: 12/4/01n
Violation: 490(a), 10177(b)n

Crow, Kenneth R. (RES)b
22422 Kathryn Ave., Torrance
Effective: 12/31/01n
Violation: 490, 10177(b)n

Davoudi, Sean (REB)b
1625 N. Beverly Glen Blvd.,n
Los Angeles
Effective: 2/22/02n
Violation: 490, 10177(b)n

Derrostamian, Edwart (RES)b
535 W. Glenoaks Blvd., Glendale
Effective: 2/6/02n
Violation: 10177(g)n

Dillard, Kevin Ray (RES)b
1565 Berkshire Dr., Palmdalen
Effective: 2/19/02n
Violation: 490, 10177(b)n

Edgington, John Joseph (REB)b
7870 E. Menton Ave., Anaheim
Effective: 12/6/01n
Violation: 490, 10177(b)n

Elizarraz, Joseph Charles (RES)b
1745 Simsbury St., Palmdalen
Effective: 1/15/02n
Violation: 490, 10177(b)n

Fenster, Richard (REB)b
5001 Birch St., Ste. 21,n
Newport Beach
Effective: 2/25/02n
Violation: 490, 10177(b)n

Fialo, Guillermo F. (REB)b
4800 E. Gage Ave., #104, Belln
Effective: 12/6/01n
Violation: 2715, 10148, 10162,n
10165, 10177(d)n

Flevotomos, Dimitri S. (RES)b
5240 Canoga Ave.,n
Woodland Hills
Effective: 2/6/02n
Violation: 490, 10177(b)n

Guillory, Marjorie M. (RRS)b
4477 Vermont, San Bernardino
Effective: 12/3/01n
Violation: 10130, 10137,n
10176(i), 10177(d)(j)n

Gutierrez, Gino L. (REB, REO)b
25602 Alicia Pkwy., #106,n
Laguna Hills
Effective: 1/28/02n
Violation: 10137n

Hanson, Eddy Steven (RES)b
212 nth St., Manhattan Beach
Effective: 2/28/02n
Violation: 490, 10177(b)n

Int'l Millennium Group (REC)b
4800-E Gage Ave., Belln
Effective: 12/26/01n
Violation: 2731, 10177(d),n
10240(a)n

Kailani, Hadi Mahamid (REB)b
261 E. Badillo St., Covinan
Effective: 1/14/02n
Violation: 490, 10177(b)n

King, Roxanne Mary (RES)b
10644 Bellagio Rd., Los Angeles
Effective: 12/4/01n
Violation: 490, 10177(b)n

Kwak, Deborah (REB)b
660 Craighurst Terrace,n
Monterey Park
Effective: 1/30/02n
Violation: 490, 10177(b)n

Letrong, Duc (RES)b
7044 Brentwood Ln., Westminster
Effective: 1/15/02n
Violation: 490, 10177(b)n

Salcedo, Elizabeth (RES)b
1386 East 9th St., Upland
Effective: 1/10/02n
Violation: 490, 10177(b)n

Salinas, Manuel Martin (RES)b
12019 Garfield Ave., South Gaten
Effective: 1/24/02n
Violation: 490, 10145(c),n
10176(i), 10177(b)(d)(j),n

Southeast Broker Corporationb (REC)b
2655 W. La Habra Blvd.,n
La Habran
Effective: 2/19/02n
Violation: 10165, 10177(d)n

Such, Robert Joseph (REB)b
41-865 Boardwalk, Ste. 210,n
Palm Desert
Effective: 12/27/01n
Violation: 490, 10177(b)n

The Maine Corporation (REC)b
535 W. Glenoaks Blvd., Glendale
Effective: 2/6/02n
Violation: 2731, 2831, 2831.1,n
2831.2, 2832.1, 2834, 2950(h),n
10145, 10148, 10163,n
10177(d)(g)n

Wiley, Len L. (RES)b
PO Box 1486, Simi Valleyn
Effective: 12/3/01n
Violation: 10177.5n

Williams, Kimberly Rochelle (RES)b
920 Martin Luther King Jr. Ave.,n
#305, Long Beachn
Effective: 1/3/02n
Violation: 498, 10177(a)n

Williams, Ferry (RES)b
11571 Aberdare St., Loma Lindan
Effective: 12/3/01n
Violation: 498, 10177(a)n

Zamorano, Felipe (RES)b
1031 E. Elgenia Ave., W. Covinan
Effective: 1/7/02n
Violation: 10177(g)n

Oakland Region

Bato, Lita Babacungan (RES)b
4182 Mission St., San Francisco
Effective: 1/2/02n
Violation: 10131(b), 10176(i),n
10177(d)(j)n

Delay, Raymond Chester (RES)b
P.O. Box 1948, Byron
Effective: 1/25/02n
Violation: 10176(a)(i), 10177(g)n

Devargas, Inocencia Clemente (REB)
366 Gridley Ct., San Josen
Effective: 1/2/02n
Violation: 490, 10177(b)n

Fenton, Robert Lawrence (REB)b
129 Monte Vista Dr., Monterey
Effective: 2/25/02n
Violation: 490, 10177(b)n

Hill, Ronald Mymel (RES)b
3868 West St., Oaklandn
Effective: 1/4/02n
Violation: 480(a), 498,n
10177(a)(b)n

McGraw, Jonathan David (RES)b
124 Wilkie Dr., Walnut Creekn
Effective: 2/15/02n
Violation: 10145(c), 10176(e)(i),n
10177(d)n

Morris, Vera (RREB)b
20675 A Forest Ave.,n
Castro Valleyn
Effective: 1/3/02n
Violation: 10137, 10177(k)n

Sacramento Region

Fong, Peter Wayne (REB)b
1319 Travis Blvd., Ste. D,n
Fairfieldn
Effective: 12/31/01n
Violation: 10177.5n

Frisby, Kathleen Ann (RES)b
PO Box 697, Soda Springsn
Effective: 12/24/01n
Violation: 10177(j)n

Nahorn, William C. III (REB)b
1035 W. Robinhood Dr., Ste. 801,n
Stockton
Effective: 2/19/02n
Violation: 2715, 2831, 2831.1,n
2831.2, 2832.1, 10145, 10177(d)n

Van Batten, James Kevin (REB)b
1220 Melody Ln., #180, Rosevillenn
Effective: 2/11/02n
Violation: 10148, 10177(d)n

Winkler, Karyn Elizabeth (RES)b
505 Vansicklen Way, Reddingn
Effective: 2/13/02n
Violation: 490, 10177(b)n

San Diego Region

Balagtas, Ferdinand Montereyb (RES)b
10784 Sunset Ridge Dr.,n
San Diegon
Effective: 2/13/02n
Violation: 490, 10177(b)n

Read, Darren B. (RES)b
4676 W. Point Lane Blvd., #4,n
San Diegon
Effective: 1/22/02n
Violation: 498, 10177(a)n

Zamir, Gad (RES)b
13312 Caminito Ciera, #194, San
Diegon
Effective: 1/9/02n
Violation: 498, 10177(a)n

REVOKED WITH A RIGHT TO A RESTRICTED LICENSE

Fresno Region

Howenstine, Ronald Scott (RES)b
1702 Vine St., Paso Robles
Effective: 2/14/02n
Violation: 498, 10177(a)n
Right to RRES license on termsn
and conditionsn

Metro Property Management, Inc.b (REC)b
701 H St., Bakersfieldn
Effective: 2/11/02n
Violation: 2832, 2834, 10145,n
10177(d)n
Right to RREC license on termsn
and conditionsn

Powers, Darren Lawton (REB, REO)b

701 H St., Bakersfieldn
Effective: 2/11/02n
Officer of: Metro Property
Management, Inc.n
Violation: 2725, 2832, 2834,n
10145, 10177(d)(g)(h)n
Right to RRES license on termsn
and conditionsn

Los Angeles Region

Adam, May Gunn (RES)b
222 E. Highland Ave., #5,n
San Bernardino
Effective: 1/8/02n
Violation: 2831, 2831.1, 2831.2,n
10145(a), 10177(d)(g)n
Right to RRES license on termsn
and conditionsn

Bhandari, Amrit G. (REB)b
20 Choate St., Irvin
Effective: 12/12/01n
Violation: 2731, 10177(d)(g)n
Right to RRES license on termsn
and conditionsn

Chukhian, Sona (RES)b
519 E. Windsor Rd., #2, Glendale
Effective: 2/6/02n
Violation: 10177(g)n
Right to RRES license on termsn
and conditionsn

Delacruz, Dom Bulalayao (REB, REO)b
23752 S. Main St., Carson
Effective: 12/5/01n
Violation: 2831, 2840, 10137,n
10176(a), 10177(d)(g)(h), 10240n
Right to RRES license on termsn
and conditionsn

Fenstermaker, David Michael (RES)b
7044 Brentwood Ln., Westminster
Effective: 1/17/02n
Violation: 10177(b)n
Right to RRES license on termsn
and conditionsn

Gonzalez, Jose Francisco Jr. (RES)b
680 N. Cliffwood Ave., Brea
Effective: 12/3/01n
Violation: 490, 10177(b)n
Right to RRES license on termsn
and conditionsn

Hsiao, Huey Bye (RES)b

556 W. Las Tunas Dr., Arcadian
Effective: 1/2/02n
Violation: 10130, 10177(d)n
 Right to RRES license on termsn
 and conditionsn

Linares, Francisco William (RES)b

8232 Shadyside Ave., Whittier
Effective: 1/29/02n
Violation: 10177(j)n
 Right to RRES license on termsn
 and conditionsn

Pino, Antonio (RES)b

637 E. Victoria Ave., Montebellon
Effective: 2/28/02n
Violation: 10177(j)n
 Right to RRES license on termsn
 and conditionsn

Sergi, Frank Bohn (RES)b

11417 Miller Rd., Whittier
Effective: 1/24/02n
Violation: 490, 10177(b)n
 Right to RRES license on termsn
 and conditionsn

Torres, Jaime (RES)b

17300 Signature Dr.,n
 Granada Hills
Effective: 12/10/01n
Violation: 490, 10177(b)n
 Right to RRES license on termsn
 and conditionsn

Oakland Region**Gonzalez, Guillermo Ignacio (RES)b**

P.O. Box 2412, Alamedan
Effective: 1/31/02n
Violation: 10176(a)(i), 10177(g)n
 Right to RRES license on termsn
 and conditionsn

Mulugeta, Benyam (REB)b

578 University Ave., Palo Alton
Effective: 2/5/02n
Violation: 10130, 10137,n
 10177(d)n
 Right to RREB license on termsn
 and conditionsn

Silva, Thomas Richard (REB,b REO)b

21758 Princeton St., Haywardn
Effective: 1/24/02n
Officer of: Thomas R. Silva &n
 Companyn
Violation: 2832, 2832.1, 10145,n
 10176(e)(i), 10177(d)n
 Right to RREB license on termsn
 and conditionsn

Thomas R. Silva & Co. (REC)b

21758 Princeton St., Haywardn
Effective: 1/24/02n
Violation: 2832, 2832.1, 10145,n
 10176(e)(i), 10177(d)n
 Right to RREC license on termsn
 and conditionsn

Valverde, Alfred Efren (REB)b

613 First St., Brentwoodn
Effective: 1/25/02n
Violation: 10176(a)(i),n
 10177(g)(h)n
 Right to RREB license on termsn
 and conditionsn

Sacramento Region**Jones, Sherry Ione (REB)b**

2301 Main St., Susanvillenn
Effective: 2/14/02n
Violation: 10177(d), 11018.2n
 Right to RREB license on termsn
 and conditionsn

Swift, Odette (REB)b

708-789 Sunnyside Rd.,n
 Janesvillenn
Effective: 2/14/02n
Violation: 10177(d), 11018.2n
 Right to RREB license on termsn
 and conditionsn

Wilson, Gary Lynn (RREB)b

18141 Hwy. 108, Jamestown
Effective: 2/14/02n
Violation: 2725, 2831, 2831.2,n
 2832, 2832.1, 10137, 10145,n
 10177(d)(h)(k)n
 Right to RRES license on termsn
 and conditionsn

San Diego Region**Clark, Robert Neil (RES)b**

PO Box 230566, Encinitasn
Effective: 2/14/02n
Violation: 10130, 10177(d)n
 Right to RRES license on termsn
 and conditionsn

Fletcher, Kari Walden (REB)b

12544 High Bluff Dr., Ste. #20,n
 San Diegon
Effective: 2/7/02n
Violation: 2831, 2831.1, 2831.2,n
 2832, 10145, 10177(d)(g)(h)n
 Right to RREB license on termsn
 and conditionsn

Holtz, Beverly Margaret (RES)b

525 Paseo Del Bosque, Vistan
Effective: 1/17/02n
Violation: 10177(g)n
 Right to RRES license on termsn
 and conditionsn

Messick, Jim C. (RES)b

8605 Sandstone Dr., Santeenn
Effective: 12/17/01n
Violation: 490, 10177(b)n
 Right to RRES license on termsn
 and conditionsn

Mitchell, Alphonso (REB)b

2505 Division St., Ste. L,n
 National Cityn
Effective: 1/28/02n
Violation: 2752, 2831, 2831.1,n
 2831.2, 2832, 2835, 10145,n
 10148, 10161.8, 10177(d)n
 Right to RREB license on termsn
 and conditionsn

Pizza, Gregory (REB)b

7030 Avenida Encinas, #100,n
 Carlsbadn
Effective: 2/6/02n
Violation: 2731, 2831, 2831.2,n
 2832, 2832.1, 10145, 10148,n
 10159.5, 10176(f), 10177(d)n
 Right to RREB license on termsn
 and conditionsn

SUSPENDED WITH STAY**Los Angeles Region****Crane, Lawrence Edward (REB,b REO)b**

151 Kalmus Dr., Ste. M-2,n
 Costa Mesann
Effective: 12/26/01n
Violation: 2831, 2831.1, 2831.2,n
 2834, 10137, 10145, 10161.8,n
 10177(d)(h), 10240n
 Suspended for 90 days-all but 10n
 days stayed for 2 years on termsn
 and conditionsn

Eastridge Investment Corporationb (REC)b

1060 North 13th Ave., Uplandn
Effective: 12/27/01n
Violation: 10177(g)n
 Suspended for 30 days-stayed forn
 2 years on terms and conditionsn

Stoneman Corporation (REC)b

100 Wilshire Blvd., Ste. 2080,n
 Santa Monicann
Effective: 12/4/01n
Violation: 10176(a)n
 Suspended for 60 days-30 daysn
 stayed for 1 year on terms andn
 conditionsn

Temple, Hubert Alfred (REB)b

100 Wilshire Blvd., Santa Monicann
Effective: 12/4/01n
Officer of: Stoneman Corpora-n
 tion
Violation: 10176(a)n
 Suspended for 30 days-stayed forn
 1 year on terms and conditionsn

Topete, Ignacio B. (RES)b

1072 Groff St., Pomonan
Effective: 12/27/01n
Violation: 10177(g)n
 Suspended for 60 days-stayed forn
 2 years on terms and conditionsn

Toyama, David B. (REB)b

2122 Colorado Blvd.,n
 Los Angelesn
Effective: 2/20/02n
Violation: 10177(g)n
 Suspended for 30 days-stayed forn
 2 years on terms and conditionsn

Wilson, William Kirk (REB, REO)b

1060 North 13th St., Uplandn
Effective: 12/27/01n
Officer of: Eastridge Investmentn
 Corporation
Violation: 10177(g)n
 Suspended for 30 days-stayed forn
 2 years on terms and conditionsn

Oakland Region**Alain Pinel Realtors, Inc. (REC)b**

12772 Saratoga Sunnyvale Rd.,n
 Ste. 1000, Saratogann
Effective: 2/5/02n
Violation: 10137n
 Suspended for 90 days-stayed forn
 2 years on terms and conditionsn

Nelson, Basleen (RES)b

2781 Doidge Ave., Pinolen
Effective: 12/10/01n
Violation: 10130, 10177(d)n

Suspended for 120 days-60 daysn
 stayed for 2 years on terms andn
 conditionsn

Temple, Hubert Alfred Jr. (RES)b

103 Church St., West Orange, NJn
Effective: 12/4/01n
Violation: 10176(a)n
 Suspended for 60 days-30 daysn
 stayed for 1 year on terms andn
 conditionsn

Sacramento Region**Butte Mortgage Loan Companyb (REC)b**

2120 Lincoln St., Orovillenn
Effective: 1/9/02n
Violation: 10130, 10177(d)(f),n
 10229(j)(3), 10229(n)(o),n
 10232(a)(c), 10232.25, 10233n
 Suspended for 180 days-80 daysn
 stayed for 2 years on terms andn
 conditionsn

Word, LeRoy (RES)b

2120 Lincoln St., Orovillenn
Effective: 1/9/02n
Violation: 10130, 10177(d)n
 Suspended for 180 days-120 daysn
 stayed for 2 years on terms andn
 conditionsn

San Diego Region**Evangelista, Lloyd Cruz (RES)b**

2727 Camino Del Rio South,n
 Ste. 127, San Diegon
Effective: 1/9/02n
Violation: 10177.5n
 Suspended for 180 days-stayedn
 for 2 years on terms andn
 conditionsn

Molon, Manolo Mistica (REB)b

550 East nth St., Ste. 1,n
 National Cityn
Effective: 1/9/02n
Violation: 10177.5n
 Suspended for 180 days-stayedn
 for 2 years on terms andn
 conditionsn

PUBLIC REPROVAL**Los Angeles Region****Manfredi, Everett Louis (REB)b**

30713 Riverside Dr.,n
 Lake Elsinore
Effective: 12/26/01n
Violation: 10177(g)n

McKoy, George Christopher (RES)b

31120 Riverside Dr.,n
 Lake Elsinore
Effective: 12/26/01n
Violation: 10177(g)n



LICENSE SURRENDERED

(Licenses voluntarily surrendered per B&P Code §10100.2 during an administrative action or investigation)

Los Angeles Region**Borrego, Cesar (RES)b**

8515 Passons Ave., Pico Riveran
Effective: 2/28/02n

Campos, John Manuel (RES)b

19240 Shakespeare, Walnut
Effective: 2/28/02n

CKP Investment, Inc. (REC)b

8682 Beach Blvd., #201,n
Buena Park
Effective: 10/24/01n

Hernandez, William L. (RES)b

861 W. Honeywood Ln.,n
La Habran
Effective: 2/28/02n

Lilly, Raymond R. (REB, REO)b

28146 Haria, Mission Viejo
Effective: 12/27/01n

Moya, Rene B. Jr. (REB)b

9550 Firestone Blvd., Ste. 100,n
Downey
Effective: 12/26/01n

Neighbarger, Charles Edwardb (REB)b

1400 E. Cooley Dr., #102, Colton
Effective: 12/11/01n

Nguyen, Lauren (RES)b

211 Crest, Huntington Beachn
Effective: 10/17/01n

Nguyen, Nicky Thao (RES)b

1313 W. Memory Ln., #306,n
Santa Ana
Effective: 10/17/01n

Oheb, Famer (REB)b

18840 Ventura Blvd., Ste. 216,n
Tarzanan
Effective: 1/3/02n

Palaferrri, Matthew Joseph (RES)b

2044 Garden Ln., Costa Mesan
Effective: 12/5/01n

Rawal, Meena (RES)b

17853 Santiago Blvd., Villa Parkn
Effective: 2/13/02n

Sierra Financial, Inc. (REC)b

9113 Foothill Blvd., Ste. 180,n
Rancho Cucamongan
Effective: 12/26/01n

Westchester Financial Servicesb (REC)b

3701 Highland Ave., Ste. #03,n
Manhattan Beachn
Effective: 12/27/01n

Oakland Region**Eisenberg, Bruce Edward (REB)b**

5855 Calpine Dr., San Josen
Effective: 1/3/02n

Grenier, Albert A. (REB, REO)b

929 El Camino Real, San Mateon
Effective: 1/31/02n
Officer of: Prime Group Ltd.,n
Inc.n

J & R Mortgage, Inc. (REC)b

929 S. El Camino Real,n
San Mateon
Effective: 1/31/02n

Loughridge, Bruce Edward (RES)b

54 Malta Dr., San Franciscon
Effective: 1/2/02n

Munir, Arketha (REB)b

347 Corbett Ave., San Franciscon
Effective: 2/20/02n

Prime Group, Ltd. (REC)b

99 Hillcrest Ave., Pittsburgn
Effective: 1/31/02n

Rattray, Chris Lee (REB, REO)b

929 S. El Camino Real,n
San Mateon
Effective: 1/31/02n
Officer of: J&R Mortgage, Inc.n

Sacramento Region**Robison, George C. (REB, REO)b**

2120 Lincoln St., Orovillenn
Effective: 1/9/02n
Officer of: Butte Mortgage Loan
Company

Ryan-Helmick, Stacy M. (RES)b

223 W. Carlton Way, #3, Tracyn
Effective: 2/20/02n

INDEFINITE SUSPENSIONS

(under Recovery Acct.
provisions)

Academia, Tomasito Zamora (REB)b

4929 Wilshire Blvd., #800, Losn
Angelesn
Effective: 12/13/01n

Daly, Frank Joseph (REB)b

12759 Poway Rd., Ste. 102,n
Poway
Effective: 1/29/02n

Davis, Kent Ivan (REB)b

PO Box #243, Malibun
Effective: 1/4/02n

Gonzalez, Jose (RES)b

PO Box 2847, Bell Gardensn
Effective: 1/4/02n

Leshen, Glenn Rivamonte (RES)b

14226 Stoney Gate Pl., San Diegon
Effective: 12/13/01n

Martinez, Felipe (RES)b

8970 Cypress Ave., South Gaten
Effective: 1/4/02n

Moreno, Jose Angel (RES)b

12002 1/2 Atlantic Ave.,n
Lynwoodn
Effective: 1/4/02n

Navarro, Henry Medina (REB)b

7340 E. Florence Ave., #109,n
Downey
Effective: 1/4/02n

Statewide Home Loan Corporationb (REC)b

475 Laurel Canyon Blvd., #300,n
North Hollywoodn
Effective: 12/13/01n

West Coast Home Loan (REC)b

4929 Wilshire Blvd., 8th Fl., Losn
Angelesn
Effective: 12/13/01n

Enforcement violations

Continued from page 4

**Unlicensed activity violations**

Section 101302—, Unlicensed activity; and,

Section 201372—, Unlawful employment or payment, or an unlicensed individual or to, real estate salesperson who is not employed by the broker.,

The real estate licensing requirement is the cornerstone to providing consumer protection to the purchasers of real property and those persons dealing with real estate licensees (Section 10050). Therefore, the enforcement of these requirements must be vigorous. Real estate brokers who pay unlicensed individuals for performing acts, require real estate license will be disciplined and held accountable to pay appropriate fines and penalties.,

Remedy

Real estate brokers should establish systems within their offices to ensure salespersons working for them complete their continuing education, renew their licenses on time, and do not continue to work in the event their license expires.,

Misrepresentation violations

Section 10176(a)2—, Making substantial misrepresentation in a transaction for which a real estate license is required.,

Remedy

The failure by licensees to disclose material facts to principals in real estate transactions is a continuing problem. Licensees should remember the simple admonition — *When in doubt, disclose, and do it in writing.*,

Criminal conviction violations

In addition to the above-referenced violations, individuals are very often either denied licenses or disciplined by the Department for failing to disclose a criminal conviction on an application for licensure, [Sections 10177(a) and 480(c)], and for being convicted of a substantially related criminal offense, [Section 10177(b)].,

Remedy

The one remedy should be discussed in connection with criminal convictions is persons applying for real estate license should take great care to disclose all past criminal convictions. If the conviction is not disclosed, DRE will find out and the applicant's chances of receiving a license will be diminished as a result of their nondisclosure.,

License renewal reminder

Today's real estate market offers many opportunities for licensees. Letting your license expire will prevent your participation as a licensee.

Is your license coming up for renewal? It is important to keep track of your license expiration date. If your license expires, you may not conduct activities which require the license until the license renewal process is complete and a new license is issued.

Licensee's responsibility

Each licensee is responsible for timely filing, renewal application, continuing education information, and renewal fee. As a courtesy, the DRE sends pre-printed renewal application to each licensee's mailing address of record approximately 60 to 90 days prior to the license expiration date. Even if the renewal application is not received, licensees are still responsible to keep track of when their licenses expire and to make arrangements to file for renewal before the date of expiration. Renewal application materials may be obtained 24 hours a day at the DRE Web site, www.dre.ca.gov (click on Forms, Licensing), by fax from the DRE interactive voice response system, (916) 227-0931, or during normal business hours, any DRE District Office.



Submit before expiration date

If renewal application, on-time renewal fee, and good faith evidence of completion of continuing education are mailed prior to the license expiration date, the licensee is authorized to continue conducting licensed activities under Section 10156.2 of the Business and Professions Code, until the renewed license is issued. If there is a deficiency, the licensee will either be granted an extension in writing to correct the problem or, depending on the nature of the problem, be advised that licensed activities must cease either on the license expiration date or five days from the date of the notice, whichever date is later.

Salesperson still responsible

If the time of renewal, salesperson intends to be employed by a broker, it is required that the broker complete the appropriate portion of the renewal application. If a salesperson turns the renewal documents over to an employing broker, caution should be exercised to ensure that the application is signed by the broker and filed before the license expiration date. On occasion, salespersons have experienced problems when relying on employing brokers to file their renewal application. In some

cases, the broker failed to file the application and supporting documents prior to the license expiration date, thereby subjecting the salesperson to late renewal fee and preventing the salesperson from performing licensed activities until the renewal license was issued. The best way to avoid these potential problems is to be certain that all the necessary information is completed on the renewal application and submit all forms and the renewal fee to DRE 30 to 60 days prior to the license expiration date. Salespersons should follow up with their employing brokers to ensure their renewal application is filed in a timely manner.

Remember, by personally making sure your renewal application is timely filed, you will retain the ability to conduct licensed activities and avoid the risk of possible late fees or even disciplinary action for unlicensed activity. 🏠

Trust Funds

Escheat to the State

Real estate licensees should be aware that the following trust funds escheat to the state under California's Unclaimed Property Law (Code of Civil Procedure Section 15184 et. seq.):

- Beneficiary accounts with no activity for more than three years, including escrow funds, earnest money deposits, or other trust funds received by the licensee from clients in connection with transactions for which a real estate license is required.
- Unexplained trust fund overages held in the account for more than three years, such as overages caused by undetected bank and/or accounting errors that over time become too impractical to detect and correct.
- Trust account checks issued but uncashed for over three years, shown in the licensee's bank reconciliation as outstanding checks.

Unclaimed property must be reported to the State Controller's Office by November 1 each year. Further information on the Unclaimed Property Law including Reporting Instructions for Holders of Unclaimed Property is available, on the State Controller's Web site, www.sco.ca.gov. 🏠

Need an article from a previous issue?

I read, *Bulletin* article about ... , year or so ago, but can't find my copy. In what issue was it published?" The index below provides, quick reference for articles published during Fall 2000—Spring 2002.,

Back issues of the *Real Estate Bulletin* (starting with Spring 2000) are available on the DRE Web site: www.dre.ca.gov. Older issues may be requested from: Department of Real Estate, Publication Unit, PO, Box 187000, Sacramento CA 95818-7000.,

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For your convenience, most publications are available to host on our Web site <http://www.dre.ca.gov>

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By fax — Complete Parts A, B, and C. Fax form to (916) 227-0361.

By phone — Have credit card information ready, then call Book Order desk at (916) 227-0853.

In person from District Office — Complete Parts A, B, and C if appropriate. Offices are located in Sacramento, Los Angeles, Oakland, Fresno, and San Diego.

Acceptable payment methods

- Personal check, Cashier's check or money order should be made payable to: Department of Real Estate.
- VISA and MasterCard credit cards may be used to purchase DRE publications.
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Use 7.25% tax rate, unless purchase location or delivery address is in the following counties: Alameda (8.25%), Fresno (7.875%), Los Angeles (8.25%), Sacramento (7.75%), and San Diego (7.75%). Requests and fees will be returned if the appropriate sales tax is not included.

Miscellaneous information

- Prices are subject to change.
- Orders received with incorrect payments will be returned.
- **All sales are final — no refunds.**
- Allow 4–6 weeks for delivery.
- Volume discounts are available. Contact DRE at (916) 227-0853 prior to ordering.

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	25	2002 Real Estate Law Book5	\$205		
	2C5	2002 Real Estate Law Book CD (Compatible with Adobe Acrobat Reader)	\$205		
	-5	Real Estate Law 5— Book AND CD5	\$35		
	65	Disclosures in Real Property Transactions5	\$105		
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	25	Reserve Study Guidelines for Homeowner Association Budgets5	\$105		
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	135	Trust Funds5	free		
	345	A Guide for Residents Purchasing Their Mobilehome Park5	free		
	35	Trust Deed Investments — What You Should Know!!5	free		
	35A5	Using the Services of a Mortgage Broker5	free		
	395	Living in a California Common Interest Development5	free		
	515	Consumer Guide to Filing Real Estate Complaints5	free		
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Real Estate Bulletin — Summer 2002

Untapped market opportunities

from the California Housing Finance Agency

The California Housing Finance Agency (CHFA) is the state's affordable housing bank, making below market rate loans to low and moderate income home buyers. You don't work with "low income" you say, much less "government" programs? Take a closer look and you may be surprised.

- CHFA (pronounced Chaf-fuh), was chartered 26 years ago as the State's mortgage bank. Nearly one billion dollars in CHFA homeowner loans were made during calendar year 2001 which helped 7,680 Californians become homeowners, with loans typically 1/2 to 3/4 basis points below market rate.
- Seventeen years ago, CHFA earned Standard and Poor's "top-tier" agency designation,

and has maintained this distinction ever since.

➤ CHFA loans are *not* made with tax dollars; the agency is self-supporting through the sale of mortgage bonds. There are no subsidies involved.

➤ Depending on the county, "moderate" income limits for a family of three range from about \$70,000-\$80,000. In three high cost counties (San Mateo, Santa Clara and San Francisco) income limits range from \$99,000-\$110,500.

➤ "First Time Homebuyer" in CHFA's definition is a person who hasn't owned his or her own home for at least three years. A potential customer, who has owned homes in the past will still qualify if at least three years has elapsed.

➤ Both 100% and 103% loans are available. CHFA was pioneered by California Housing Loan Insurance Fund (CaHLIF), the mortgage insurance arm of CHFA.

➤ The 100% loan, known as California Housing Assistance Program (CHAP), assisted about 3,000 Californians with down payment needs of around \$12 million dollars in calendar year 2001.

➤ More than half of CHFA loans are made in California's higher cost areas.

➤ CHFA training for your lenders is available throughout the state by calling 1-800-323-8718. Additional program information is available on CHFA's Web site, www.chfa.ca.gov.