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FILED

APR 2 2 2021

DEPT. OF REAL ESTATE
By Jon J

BEFORE THE DEPARTMENT OF REAL ESTATE

STATE OF CALIFORNIA

In the Matter of the Accusation against

MICHAEL FRANK RICIGLIANO;

NATION ONE REAL ESTATE INC;

and

ALEX PEREZ, designated officer of Nation One Real Estate Inc,

Respondents.

The Complainant, Maria Suarez, acting in her official capacity as a Supervising Special Investigator of the State of California, for cause of Accusation against Respondents MICHAEL FRANK RICIGLIANO; NATION ONE REAL ESTATE INC; and ALEX PEREZ (collectively, "Respondents"), is informed and alleges as follows:

1.

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At all times mentioned herein, Respondent RICIGLIANO engaged in the performance of activities requiring a real estate license pursuant to Code Section 10130, and acted and ordered, caused, authorized or participated in licensed activities within the meaning of Code Section 10131.

RESPONDENT REC NATION ONE REAL ESTATE INC

7.

NATION ONE REAL ESTATE INC ("NATION ONE" or "Respondent NATION ONE") is presently licensed and/or has license rights under the Real Estate Law, Part 1 of Division 4 of the Code as a REB (corporation) ("REC"), DRE license ID 01976610.

8.

According to DRE records to date, NATION ONE was first licensed by the DRE on or about March 27, 2015.

9.

According to DRE records to date, NATION ONE's mailing and main address of record are the same: 17341 Irvine Blvd., Suite 200, Tustin, CA 92780, and NATION ONE presently has no branch offices and one (1) active DBA affiliated with its REC license, South Coast Escrow, a Non-Independent Broker Escrow ("South Coast Escrow"), active since July 17, 2015.

10.

According to DRE records to date, NATION ONE has nine (9) RES affiliated with its REC license, and its designated officer of record is ALEX PEREZ until his officer affiliation expiration date of March 26, 2023.

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26, 2023.

According to DRE records to date, NATION ONE's license will expire on March

12.

At all times mentioned herein, Respondent NATION ONE engaged in the performance of activities requiring a real estate license pursuant to Code Section 10130, and acted and ordered, caused, authorized or participated in licensed activities within the meaning of Code Section 10131.

RESPONDENT REB ALEX PEREZ

13.

ALEX PEREZ ("PEREZ" or "Respondent PEREZ") is presently licensed and/or has license rights under the Real Estate Law, Part 1 of Division 4 of the Code as a REB, DRE license ID 01507462.

14.

According to DRE records to date, PEREZ was first licensed by the DRE on or about July 21, 2005 as a RES and on or about December 11, 2015 as a REB.

15.

According to DRE records to date, PEREZ' mailing and main address of record are the same: 327 W. Orangethorpe Ave, Fullerton, CA, and PEREZ presently has no branch offices or DBAs affiliated with his REB license.

16.

According to DRE records to date, PEREZ is the designated officer of record for NATION ONE until his officer affiliation expiration date of March 26, 2023. PEREZ is also the designated officer of record for City 2 City Home Loans Inc (DRE license ID 01792181) until

1	October 23, 2023 and Trans United Financial Services Inc (DRE license ID 01783089) until June
2	30, 2021. ¹
3	17.
4	According to DRE records to date, PEREZ' license will expire on December 10,
5	2023.
6	18.
7	According to DRE records to date, also PEREZ also holds a Nationwide
8	Multistate Licensing System & Registry ("NMLS") mortgage loan originator license
9	endorsement, NMLS ID 1541205.
10	19.
11	At all times mentioned herein, Respondent PEREZ engaged in the performance of
12	activities requiring a real estate license pursuant to Code Section 10130, and acted and ordered,
13	caused, authorized or participated in licensed activities within the meaning of Code Section
L4	10131.
L5	[Unlicensed] Hugo Fabian Flores and Valley Grove Financial
16	20.
.7	Hugo Fabian Flores ("Flores") is not presently licensed by the DRE and has no
.8	license rights. Valley Grove Financial is not presently licensed by the DRE and has no license
.9	rights.
0	21.
1	According to DRE records to date, the DRE has never licensed any individual by
2	the name of Hugo Fabian Flores in any capacity. ² According to DRE records to date, the DRE
3	has never licensed Valley Grove Financial in any capacity.
5 6	¹ PEREZ' designated officer affiliation with Trans United Financial Services Inc was set to expire on December 9, 2020; however, pursuant to Governor Newsom's Executive Order No. N-83-20, PEREZ' officer license expiration date was extended until June 30, 2021.
7	DRE Accusation against Michael Frank Ricigliano et al.

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According to a July 28, 2020 Fictitious Business Name ("FBN") Statement filed with the Orange County Clerk-Recorder's Office, Hugo Fabian Flores Flores [sic] is the registered owner of Valley Grove Financial located at 1971 Ritchey Street, Santa Ana, CA 92705. According to the July 28, 2020 FBN Statement, Valley Grove Financial began doing business on July 3, 2019, and business is conducted by Hugo Fabian Flores Flores [sic], who is its CEO.

FACTS DISCOVERED BY THE DEPARTMENT

23.

Consumer Complaint by Francisco V. (2/6/20)

On or about February 6, 2020, the DRE received a consumer complaint from Francisco V. ("Francisco V. complaint") regarding a November 2019 refinance of his property located in Santa Ana, California ("Santa Ana property") that was processed by Flores at 17341 Irvine Blvd. in Tustin, CA. According to Francisco V., the refinance documents were signed at his address located at 2539 Notre Dame Ave. in Pomona, CA ("Pomona property"), but were associated with a loan on his Santa Ana property. According to Francisco V., in late December, he received mail from Los Angeles County regarding a \$33,150 lien on his Pomona property for beneficiary Tapestry Investments, LLC (Deed of Trust dated November 14, 2019) to which he neither had knowledge of, or consented to. According to the Francisco V. complaint, when Francisco V. contacted First American Title Company, he was instructed to contact Jessica Olivarria of South Coast Escrow and informed that Flores had requested the Deed of Trust. When Francisco V. contacted Flores, he was told by Flores that there had been a mistake and that

² According to DRE records to date, an individual by the name of Hugo Flores is presently licensed and/or has license rights under the Real Estate Law, Part 1 of Division 4 of the Code as a RES (DRE license ID 0108555) and has no real estate broker affiliation.

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Jennifer Chavez of Ticor Title would complete a reconveyance to remove the lien from the property.

24.

According to the Deed of Trust dated November 14, 2019, and recorded/filed with the Los Angeles County Recorder on November 25, 2019, a promissory note in the amount of \$33,150 was executed by Trustor Francisco V. and Trustee RESS Financial Corporation, in favor of Beneficiary Tapestry Investments, LLC. Said Deed of Trust included a signature for Francisco V. dated November 21, 2019.

25.

Consumer Complaint by RICIGLIANO (3/6/20)

On or about March 6, 2020, the DRE received a consumer complaint from RICIGLIANO ("RICIGLIANO complaint") regarding Francisco V.'s transaction with Flores. (Included in the RICIGLIANO complaint was a February 27, 2020 withdrawal of the Francisco V. complaint signed by Francisco V., described above in Paragraph 23 and a statement that the Second Deed of Trust on the Pomona property has been reconveyed and paid in full as of February 27, 2020.)

26.

According to the RICIGLIANO complaint, Flores does not, and has never been affiliated with RICIGLIANO. According to RICIGLIANO, he and Flores worked in the same building, and aside from the Francisco V. transaction, RICIGLIANO has also worked with Flores on a loan transaction that involved borrower David C. According to RICIGLIANO, Flores approached him in or about November 2019 about his [Flores'] client's desire for a hard money loan. According to RICIGLIANO, he found an investor and the loan documents were prepared by South Coast Escrow, which Flores represented he would get executed [by Francisco V.], notarized and returned to South Coast Escrow, along with wire instructions for the proceeds.

Two months after the investor wired the funds to escrow and the loan was recorded, Francisco V. contacted escrow and indicated that he never executed the note, deed of trust, or any of the escrow documents. According to RICIGLIANO, Francisco V. discontinued his contact with Flores and began to work exclusively with RICIGLIANO.

27.

South Coast Escrow File 19-2535-JO (Pomona Property)

According to the escrow file received by the DRE from South Coast Escrow for Escrow No. 19-2535-JO (First American Title Company Order Number O-SA-6088054), South Coast Escrow received a wire transfer into its trust account ending -1980 from Brick W. in the amount of \$30,200.00 on or about November 22, 2019. According to the Buyer Borrower Disbursement of Funds instructions [in Escrow File No. 19-2535-JO], the wire transfer instructions bore a signature for Francisco V. and directed a wire transfer of funds to a Bank of America account ending -5861 bearing the accountholder name of Valley Grove Financial. Handwritten across the top of the instructions sheet was the amount \$22,022.88.

28.

Subpoenaed Bank Records from Bank of America for Account -5861: Valley Grove Financial

On or about September 21, 2020, the DRE served a Subpoena Duces Tecum dated September 16, 2020 on Bank of America for November 1, 2019 to December 31, 2019 bank records for Hugo Flores/Valley Grove Financial for the account ending -5861. According to Bank of America's responsive production of records, Bank of America account ending -5861 is a savings account that was opened on or about July 17, 2019 in the name of Valley Grove Financial/ Hugo Fabian Flores/ Jennifer Alfaro Chavez, designated on the bank signature card as a general partnership owned by Hugo Fabian Flores and Jennifer Alfaro Chavez. Among Bank of America's responsive records was a bank statement for the period November 1, 2019 to November 30, 2019 that included a November 26, 2019 wire transfer deposit received from

1	"Nation One Real EstateMechanics Bank2539 Notre Dame Ave" in the amount of
2	\$22,022.88.
3	29.
4	According to the Substitution of Trustee and Full Reconveyance dated February
5	26, 2020, and recorded/filed with the Los Angeles County Recorder on February 27, 2020,
6	Tapestry Investments, LLC was appointed as trustee in the stead of RESS Financial Corporation
7	under the November 14, 2019 Deed of Trust and reconveyed the estate.
8	30.
9	South Coast Escrow Files Submitted to the DRE for Investigation
10	Between August 2020 and November 2020, the DRE requested South Coast
11	Escrow to submit for investigation its escrow service files relating to RICIGLIANO and
12	Francisco V.'s Pomona property, Francisco V.'s Santa Ana property, and David C.'s property.
13	South Coast Escrow produced the following escrow transaction files: 19-2535-JO (Pomona
14	property); 19-2967-JO (2116 W. Borchard Ave., Santa Ana, CA 92704; "Santa Ana property");
15	and 19-2799-JO (David C.'s property located at 709 W. 50th St., Los Angeles, CA 90037), all
16	escrow transactions of which Nation One/South Coast performed as a third-party.
17	31.
18	According to the November 25, 2019 Closing Statement in Escrow 19-2535-JO,
19	origination fees totaling \$5,000.00 were split between RICIGLIANO (\$3,000.00) and Flores
20	(\$2,000.00). According to the November 15, 2019 Closing Statement in Escrow 19-2799-JO,
21	fees totaling \$4,000.00 were split between RICIGLIANO (\$2,000.00) and Flores (\$2,000.00).
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23] <i>///</i>
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25	<i> </i> *
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27	DRE Accusation against Michael Frank Ricigliano et al

APPLICABLE SECTIONS OF THE REAL ESTATE LAW

License Required - Code Sections 10130 and 10131

32.

Pursuant to Code Section 10130 License Required:

"It is unlawful for any person to engage in the business of, act in the capacity of, advertise as, or assume to act as a real estate broker or a real estate salesperson within this state without first obtaining a real estate license from the department, or to engage in the business of, act in the capacity of, advertise as, or assume to act as a mortgage loan originator within this state without having obtained a license endorsement. The commissioner may prefer a complaint for violation of this section before any court of competent jurisdiction, and the commissioner and his or her counsel, deputies, or assistants, may assist in presenting the law or facts at the trial. *Prosecution of Violations:* It is the duty of the district attorney of each county in this state to prosecute all violations of this section in their respective counties in which the violations occur."

33.

Pursuant to Code Section 10131 Broker Defined:

"A real estate broker within this meaning of this part is a person who, for a compensation or in expectation of a compensation, regardless of the form or time of payment, does or negotiates to do one or more of the following acts for another or others:

- (a) Sells or offers to sell, buys or offers to buy, solicits prospective sellers or purchasers of, solicits or obtains listings of, or negotiates the purchase, sale or exchange of real property or a business opportunity.
- (b) Leases or rents or offers to lease or rent, or places for rent, or solicits listings of places for rent, or solicits for prospective tenants, or negotiates the sale, purchase or exchanges of leases of real property, or on a business opportunity, or

collects rents from real property, or improvements thereon, or from business opportunities.

- (c) Assists or offers to assist in filing an application for the purchase or lease of, or in locating or entering upon, lands owned by the state or federal government.
- (d) Solicits borrowers or lenders for or negotiates loans or collects payments or performs services for borrowers or lenders or note owners in connection with loans secured directly or collaterally by liens on real property or on a business opportunity.
- (e) Sells or offers to sell, buys or offers to buy, or exchanges or offers to exchange a real property sales contract, or a promissory note secured directly or collaterally by a lien on real property or on a business opportunity, and performs services for the holders thereof."

Unlawful Retention or Payment of Compensation - Code Section 10137

34.

Pursuant to Code Section 10137 Unlawful Retention or Payment of Compensation Penalty:

"It is unlawful for any licensed real estate broker to employ or compensate, directly or indirectly, any person for performing any of the acts within the scope of this chapter who is not a license real estate broker, or a real estate salesperson licensed under the broker employing or compensating him or her, or to employ or compensate, directly or indirectly, any licensee for engaging in any activity for which a mortgage loan originator license endorsement is required, if that licensee does not hold a mortgage loan originator license endorsement; provided, however, that a licensed real estate broker may pay a commission to a broker of another state. No real estate salesperson shall be employed by or accept compensation for activity requiring a real estate license from any person other than the broker under whom he or she is at the time

licensed. It is unlawful for any licensed real estate salesperson to pay any compensation for performing any of the acts within the scope of this chapter to any real estate licensee except through the broker under whom he or she is at the time licensed. For a violation of any of the provisions of this section, the commissioner may temporarily suspend or permanently revoke the license of the real estate licensee, in accordance with the provisions of this part relating to hearings."

Broker Supervision - Code Section 10159.2 and Regulation 2725

35.

Pursuant to Code Section 10159.2 Responsibility of Corporate Officer in Charge:

- "(a) The officer designated by a corporate broker licensee pursuant to Section 10211 shall be responsible for the supervision and control of the activities conducted on behalf of the corporation by its officers and employees as necessary to secure full compliance with the provisions of this division, including the supervision of salespersons licensed to the corporation in the performance of acts for which a real estate license is required.
- (b) A corporate broker licensee that has procured additional licenses in accordance with Section 10158 through officers other than the officer designated pursuant to Section 10211 may, by appropriate resolution of its board of directors, assign supervisory responsibility over salespersons licensed to the corporation to its broker-officers.
- (c) A certified copy of any resolution of the board of directors assigning supervisory responsibility over real estate salespersons licensed to the corporation shall be filed with the Real Estate Commissioner within five days after the adoption or modification thereof." ///

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Pursuant to Regulation 2725 Broker Supervision:

"A broker shall exercise reasonable supervision over the activities of his or her salespersons. Reasonable supervision includes, as appropriate, the establishment of policies, rules, procedures and systems to review, oversee, inspect and manage:

- (a) Transactions requiring a real estate license.
- (b) Documents which may have a material effect upon the rights or obligations of a party to the transaction.
- (c) Filing, storage and maintenance of such documents.
- (d) The handling of trust funds
- (e) Advertising of any service for which a license is required.
- (f) Familiarizing salespersons with the requirements of federal and state laws relating to the prohibition of discrimination.
- (g) Regular and consistent reports of licensed activities of salespersons.

 The form and extent of such policies, rules, procedures and systems shall take into consideration the number of salespersons employed and the number and location of branch offices. A broker shall establish a system for monitoring compliance with such policies, rules, procedures and systems. A broker may use the services of brokers and salespersons to assist in administering the provisions of this section so long as the broker does not relinquish overall responsibility for supervision of the acts of salespersons licensed to the broker."

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Pursuant to Code Section 10166.03 Loan Processor, Underwriter or Independent Contractor - Endorsement:

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"(a) A loan processor or underwriter who does not represent to the public, through advertising or other means of communicating or providing information, including the use of business cards, stationery, brochures, signs, rate lists, or other promotional items, that the

individual can or will perform any of them activities of a mortgage loan originator shall not be required to obtain a license endorsement as a mortgage loan originator.

(b) An individual engaging solely in loan processor or underwriter activities shall not represent to the public, through advertising or other means of communicating or providing information including the use of business cards, stationery, brochures, signs, rate lists, or other promotional items, that the individual can or will perform any of the activities of a mortgage loan originator.

(c) An independent contractor who is employed by a mortgage loan originator may not engage in the activities of a loan processor or underwriter for a residential mortgage loan unless the independent contractor loan processor or underwriter obtains and maintains an endorsement as a mortgage loan originator under this article. Each independent contractor loan processor or underwriter who obtains and maintains an endorsement as a mortgage loan originator under this article shall have and maintain a valid unique identifier issued by the Nationwide Mortgage Licensing System and Registry."

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<u>Grounds for Revocation or Suspension – Code Section 10176 (selected portions)</u>

38.

Pursuant to Code Section 10176 Grounds for Revocation or Suspension:

"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 licensee 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:

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

<u>Further Grounds for Disciplinary Action - Code Section 10177</u>

39.

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.

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- (g) Demonstrated negligence or incompetence in performing an act for which he or she is required to hold a license.
- (h) As a broker licensee, failed to exercise reasonable supervision over the activities of his or her salespersons, or, as the officer designated by a corporate broker licensee, failed to exercise reasonable supervision and control of the activities of the corporation for which a real estate license is required..."

Financial Code Section 17006

40.

Pursuant to Financial Code Section 17006:

- "(a) This division does not apply to:
- (1) Any person doing business under any law of this state or the United States relating to banks, trust companies, building and loan or savings and loan associations, credit unions, or insurance companies.
- (2) Any person licensed to practice law in California who has a bona fide client relationship with a principal in a real estate or personal property transaction and who is not actively engaged in the business of an escrow agent.
- (3) Any person whose principal business is that of preparing abstracts or making searches of title that are used as a basis for the issuance of a policy of title insurance by a company doing business under any law of this state relating to insurance companies.
- (4) Any broker licensed by the Real Estate Commissioner while performing acts in the course of or incidental to a real estate transaction in which the broker is an agent or a party to the transaction and in which the broker is performing an act for which a real estate license is required.

(b) The exemptions provided for in paragraphs (2) and (4) of subdivision (a) are personal to the persons listed, and those persons shall not delegate any duties other than duties performed under the direct supervision of those persons. Notwithstanding the provisions of this subdivision, the exemptions provided for in paragraphs (2) and (4) of subdivision (a) are not available for any arrangement entered into for the purpose of performing escrows for more than one business."

<u>VIOLATIONS OF THE REAL ESTATE LAW - CAUSES FOR DISCIPLINE</u> 41.

Complainant re-alleges and incorporates by reference the preceding paragraphs as set forth herein.

42.

In the course of the activities described above, and based on the facts discovered by the Department, also described above, the acts and/or omissions of Respondent MICHAEL FRANK RICIGLIANO, in his performance of real estate activities (loan origination activities) with Hugo Fabian Flores, for which a mortgage loan origination license endorsement is required, when neither Flores nor RICIGLIANO properly held such endorsement, are in violation of Code Sections 10130 and 10166.03 and constitute cause for the suspension or revocation of all licenses and license rights of Respondent RICIGLIANO under the Real Estate Law (Code Sections 10176(i) and 10177(d)).

43.

In the course of the activities described above, and based on the facts discovered by the Department, also described above, the acts and/or omissions of Respondent NATION ONE REAL ESTATE INC, in its performance of non-exempt/third-party escrows in at least three (3) transactions to which it was not otherwise involved, are outside of, and in violation of

Financial Code Section 17006(a)(4) and constitute cause for the suspension or revocation of all 1 licenses and license rights of Respondent NATION ONE under the Real Estate Law (Code 2 3 Sections 10177(d) and (g)). 4 44. 5 In the course of the activities described above, and based on the facts discovered by the Department, also described above, the acts and/or omissions of Respondent ALEX б PEREZ, in his failure to exercise reasonable supervision over NATION ONE's real estate 7 activities, are in violation of Code Sections 10159.2 and 10177(h) and Regulation 2725 and constitute cause for the suspension or revocation of all licenses and license rights of Respondent 9 PEREZ under the Real Estate Law. 10 11 COSTS 12 45. Code Section 10106 provides, in pertinent part that in any order issued in 13 resolution of a disciplinary proceeding before the Department, the Commissioner may request the 14 administrative law judge to direct a licensee found to have committed a violation of this part to 15 pay a sum not to exceed the reasonable costs of investigation and enforcement of the case. 16 17 /// 18 /// 19 /// 20 /// 21 /// 22 /// 23 $/\!/\!/$ 24 $\prime\prime\prime$ 25 26