

## In This Issue

- Home Offices
- Audits
- Advertising/Social Media
- Mortgage Loan and Escrow Activity Reports

## Department of Real Estate Links

[Home Page](#)

[eLicensing](#)

[License Status](#)

## Privacy Policy

Please reply to this message with requests for additions, deletions or changes to this e-mail list. We respect your privacy and do not provide your name or e-mail address to any outside party.

## About Pam Strickland

Pam is a Real Estate Broker from Santa Barbara with over 40 years experience in Real Estate and Mortgage Lending.

Past-President, CAMB (California Association of Mortgage Brokers). Selected Mortgage Broker of the Year in 1992 by the CAMB and in 1993 by the NAMB (National Association of Mortgage Brokers).

Member, SAFE MLO National Test Maintenance Committee.

Past Member, California Mortgage Review Committee for the SAFE Act Mortgage Test.

Past Member, National Legal Review Committee for the SAFE Act Mortgage Test.

~~~~~  
Any recommendations contained in this message are based on Pam's many years of personal experience and research in the Real Estate industry and must not be considered legal advice. Please consult with appropriate legal counsel for further clarification.

Contact Pam at:

[pam@pamstrickland.com](mailto:pam@pamstrickland.com)

Copyright © 2020 • Pam Strickland

**My hopes, prayers and wishes are with you and yours during this historic time of uncertainty. Be well and stay safe.**



## Home Offices

I have received many inquiries over the last few weeks regarding the DRE's position on home office locations, either as a MAIN or a BRANCH office. To be clear, the DRE only requires that a broker/corporation have a brick and mortar location in California. That does not mean that it has to be in an office building or a stand-alone commercial building. A home office location is equally as acceptable. Over the last 30 years of consulting, I have had many, many brokers who only use their home as their office, with no retail location at all. The same is true for branch offices, which are often in employees or agents homes. The next questions are: What happens during an audit? Does the DRE auditor come to your home? The answer is yes, they can come to your home (which happens often in my experience) or, in some instances, the DRE will give the broker the option of taking the requested documents to the DRE office for the actual audit. I've been involved many times with both kinds of situations with no issues. Also, remember that your MAILING address can either be an actual street address or a P.O. box. However, MAIN or BRANCH addresses must be actual street addresses. As you can imagine, with today's uncertainties, many brokers find that having their office in their home is the best choice.

## Audits

The DRE has been conducting remote audits since March, but there are indications that in-office audits will begin again in late June. I have been busy helping many brokers with these remote audits (from my home office, of course!), and am available if you get the dreaded call, letter or e-mail. Drop me an e-mail at [pam@pamstrickland.com](mailto:pam@pamstrickland.com) and I will help you survive the audit, as always.

## Advertising/Social Media

One area the DRE has continued to scrutinize closely is the internet and agent advertising and social media. I have been helping many brokers review their agents' advertising. If I can find problems, the DRE can find them, too. The difference is that I show you what the problem is and tell you how to fix it. The DRE fines you and files accusations against your licenses. I charge \$20 per agent to check their advertising. A small price to pay! For more information about how to get your review started, write me at [pam@pamstrickland.com](mailto:pam@pamstrickland.com).

## Mortgage Loan and Escrow Activity Reports

If you are in the Mortgage Loan business (conventional or hard money) or the Broker-Controlled Escrow business, make sure that you have filed your reports for the calendar year 2019. Let me know if you have any questions about the required reports. Fines are HUGE for non-filing!

## Compliance Consulting

For a thorough evaluation of your company's compliance with the multitude of regulations that pertain to the real estate industry, Pam is available for private, confidential in-office consulting. She can also help you prepare for and get through a DRE audit or office survey and make sure you know what reports you and your company are required to file. For more information, see her website at [www.pamstrickland.com](http://www.pamstrickland.com)

To schedule an appointment, send Pam an e-mail message or call Bob MacLeod at **805-689-2230**. NOTE THAT THIS IS A NEW PHONE NUMBER FOR MY OFFICE. WE HAVE DISCONTINUED THE LANDLINE AND ARE ONLY USING CELL PHONES NOW.