

STATE OF OREGON DEPARTMENT OF CONSUMER AND BUSINESS SERVICES DIVISION OF FINANCE AND CORPORATE SECURITIES BEFORE THE DIRECTOR OF THE DEPARTMENT OF CONSUMER AND BUSINESS SERVICES

In the Matter of:

Rystadt & Escobar, Inc. dba Fresh Start Solutions, NMLS # 259428

Respondent.

M-11-0125

Final Order Revoking Mortgage Banker/Broker License, Order to Cease and Desist, Order Assessing Civil Penalties Entered by Default

On December 20, 2011, the Director of the Department of Consumer and Business Services for the State of Oregon (hereinafter "the Director"), acting pursuant to the authority contained in Oregon Revised Statutes ("ORS") 86A.100 et seq. and Oregon Administrative Rules ("OAR") 441-850-0005 through 441-885-0010 (hereinafter "the Oregon Mortgage Lender Law") issued administrative order case no. M-11-0125 Order to Cease and Desist, Proposed Order Assessing Civil Penalties and Notice of Opportunity for a Hearing (hereinafter "the Order") to Rystadt & Escobar Inc.

On January 3, 2012, Rystadt & Escobar Inc. requested a hearing.

On March 15, 2012, a prehearing telephone conference was held for this case in which Rystadt & Escobar Inc. appeared, and another prehearing conference date was scheduled.

On May 24, 2012, a pre-hearing telephone conference was held for this case in which Rystadt & Escobar Inc. appeared and was represented by counsel. An in-person hearing was scheduled for November 27 through November 30, 2012.

On November 27, 2012, neither Rystadt & Escobar Inc. nor counsel for Rystadt & Escobar Inc. appeared at the in-person hearing.

Rystadt & Escobar Inc. was aware that failure to appear at the hearing would result in the entry of a final order by default.

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FINDINGS OF FACT

The Director FINDS that:

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- 1. Rystadt & Escobar, Inc. is an Oregon corporation first registered with the Oregon Secretary of State on March 5, 2003.
- 2. Rystadt & Escobar, Inc. obtained an Oregon mortgage banker/broker license from the Division of Finance and Corporate Securities (hereinafter the "Division") on May 7, 1998, Nationwide Mortgage Licensing System (hereainfter "NMLS") # 259428.
- 3. Rystadt & Escobar, Inc.'s principal place of business is listed as 9900 SW Wildshire Street, Suite 200, Portland, Oregon 97225.
- 4. Previously, from the time period of May 11, 2010 through April 19, 2011, Rystadt & Escobar, Inc.'s principal place of business was listed with the Division as 12823 Southeast 93rd Avenue, Clackamas, Oregon 97015.
- 5. The Director's records list Curtis Rystadt as an owner, control person, the experienced person, and a loan originator for Rystadt & Escobar, Inc.
- 6. An inquiry was made to the Division on or about December 2, 2009 regarding whether Fresh Start Solutions and Paul Rospotnyuk were authorized to complete residential loan modifications in Oregon.
- 7. As Paul Rospotnyuk has never been registered or licensed with the Division as a mortgage loan originator, the Division sent a letter to him at Fresh Start Solutions, 12823 Southeast 93rd Avenue, Clackamas, Oregon 97015, warning that registration as a debt management service provider was required.
- 8. Edward Rospotnyuk responded to the letter on December 8, 2009 reporting that he, not Paul, was the sole shareholder of Fresh Start Solutions, and that he had begun the education required for loan originator licensing to become compliant with Oregon law.
- 9. On January 20, 2010, the Division's Manager of the Mortgage Lending Section sent another letter to Paul Rospotnyuk warning him that if he originated loan modification
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transactions he was violating the Oregon Mortgage Lender Law or the Oregon Debt Management Service Provider's Act, House Bill 2191.

- 10. On April 27, 2010, Rystadt & Escobar, Inc. added Fresh Start Solutions as an "other trade name" associated with its license in NMLS. Rystadt & Escobar dba Fresh Start Solutions (hereinafter "Rystadt"). This authorizes the company to do business as Fresh Start Solutions. Accordingly, the name Fresh Start Solutions was added to Rystadt's mortgage banker/broker license and surety bond.
- 11. Fresh Start Solutions is an associated business name first registered with the Oregon Secretary of State on April 9, 2010 with a principal place of business located at 12823 Southeast 93rd Avenue, Clackamas, Oregon 97015.
- 12. Edward Rospotynuk also known as "Eddie Ross" (hereinafter "Rospotynuk") is listed as the registered agent of Fresh Start Solutions.
- 13. Rospotynuk has never been registered or licensed with the Division as a mortgage loan originator or registered as a debt management service provider.
- 14. Keith Browne (hereinafter "Browne") first became licensed with the Division as a mortgage loan originator for Rystadt on December 14, 2010.
- 15. Nikki M, also known as Nicole Cummings (hereinafter "Cummings"), has never been registered or licensed with the Division as a mortgage loan originator or debt management service provider.

I. **Examinations**

- 16. On September 15, 2003, the Division completed an examination of the books and records of Rystadt, and the company received a marginal score of 4 on a scale of 1 to 5, with 5 being poor. Among other things, the examination revealed that Rystadt failed to:
 - a. maintain proper personnel ledgers;
 - include an interest rate lock/float agreement in all loan files reviewed; and
 - complete and maintain copies of correct Truth in Lending Act disclosures.
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Rystadt failed to:

17. On October 4, 2004, the Division completed an examination of Rystadt, and the
company received a score of 4. Among other things, the examination revealed that Rystadt
failed to:
a. again maintain proper personnel ledgers;
b. include an interest rate lock/float agreement in all loan files reviewed;
c. complete and maintain copies of correct Truth in Lending Act disclosures; and
d. complete criminal record checks prior to the hire of all loan originators.
18. On January 31, 2006, the Division completed an examination of Rystadt, and the
company received a poor score of 5. Among other things, the examination revealed that

- a. again complete criminal records checks prior to the hire of all loan originators;
- b. include an interest rate/lock float agreement in all loan files reviewed; and
- c. complete and maintain copies of correct Truth in Lending Act disclosures.
- 19. Following the 2006 examination, on May 15, 2006, the Division issued a conditional mortgage banker/broker license to Rystadt, administrative order case number M-06-0021.
- 20. The conditional license is subject to the following conditions such that if Rystadt fails to comply with the conditions, Rystadt agrees that the license shall be immediately revoked if the company failed to comply with the following requirements:
 - a. Respondent [Rystadt] will comply with ORS 59.840 through 59.996 [currently ORS 86A.100 et seq.], OAR 441-850-0005 through 441-885-0010 and any rule, order or policy issued by the Director, including but specifically not limited to:
 - Respondent shall notify the Director within 30 days of the hire or termination of a loan originator;
 - ii. Respondent shall obtain a criminal records check prior to the hire of a loan originator;
 - iii. Respondent shall not employ any loan originator who has not completed



the required entry-level or continuing education requirements in compliance with OAR 441-880-0020;

- iv. Respondent shall immediately terminate any loan originator who has not completed the required entry-level or continuing education in compliance with OAR 441-880-0020;
- v. Respondent shall maintain personnel records in compliance with OAR 441-865-0050;
- vi. Respondent shall provide each borrower all disclosures required by the Truth in Lending Act prior to the close of any mortgage; and
- vii. Respondent shall maintain a compliant rate lock or float agreement in each borrower file.
- or after May 15, 2006 reviewing Respondent's compliance with ORS 59.840 through 59.996, OAR 441 850-005 through OAR 441-885-0010 and any rule, order or policy issued by the Director since May 11, 2006. If Respondent fails to achieve an examination score of at least a 3, or satisfactory rating, Respondent agrees to the revocation of the mortgage lender license by the Director.
- 21. On July 3, 2007, the Division completed an examination of Rystadt, and the company received a score of 3. Among other things, the examination revealed that Rystadt:
 - a. continued to employ loan originators who had failed to complete the required education;
 - failed to complete and maintain correct copies of Truth in Lending Act disclosures; and
 - c. failed to include a compliant lock agreement in all loan files.
 - 22. On May 11, 2009, Rystadt's conditional license was continued until further order of

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the Director in administrative order case number M-07-0029 that included the same conditions as administrative order case number M-06-0021.

23. On January 3, 2011, the Division completed an examination of Rystadt, and the company received a score of 5. Among other things, the examination revealed that Rystadt:

- a. failed to make a timely notification to the Division of the hire of all loan originators;
- b. continued to employ loan originators, including Curtis Rystadt, who had not completed the required education;
- c. failed to complete criminal records checks prior to the hire of all loan originators;
- d. failed to maintain compliant interest rate lock/float agreements in all borrower files reviewed;
- failed to reconcile the Clients' Trust Account on a monthly basis; and
- failed to maintain a subsidiary ledger for the Clients' Trust Account.
- 24. In administrative order case number M-07-0029, issued on May 11, 2009, Rystadt's license was conditioned until further order of the Director, and there has been no further order of the Director.

II. **Complaints**

a. Borrower One

- 25. At all times relevant to this matter, consumers "Borrower One," "Borrower Two," "Borrower Three," and "Borrower Four" were Oregon residents and were a party to a residential mortgage loan secured by real estate located in Oregon.
- 26. On or about November 5, 2010, a consumer (hereinafter "Borrower One") filed a complaint with the Oregon Department of Justice against Rystadt, and the complaint was forwarded to the Division on or about November 10, 2010.
 - 27. Borrower One applied for a loan modification through Rystadt, and a

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company representative provided Borrower One with a contract offering loan modification services that included assisting her in renegotiating the terms of her residential mortgage program and/or loan structure.

- 28. Based on Rystadt's representations, Borrower One accepted Rystadt's offer and signed the contract for loan modification services dated October 28, 2010.
- 29. Borrower One paid \$1,500 upfront and made two subsequent payments of \$300 for a total of \$2,100 to Rystadt for loan modification services.
- 30. The contract provided that the borrower's funds would be placed in a Clients' Trust Account and provided for a partial refund if the lender declined the loan modification, and no other options are available for Rystadt to utilize.
- 31. Borrower One started working with a Rystadt employee but was quickly transferred to Browne who informed her that he had taken over her loan modification transaction, since the other employee had left the company.
- 32. In order to package her loan modification, Browne instructed Borrower One to submit financial documents to Rystadt, and Borrower One sent correspondence by email on October 29, 2010 and by fax on November 1, 2010.
- 33. Borrower One expressed frustration that she had not seen progress on her transaction, and, on or about November 18, 2010, Browne gave her the option of continuing by completing and submitting more paperwork, or closing out the transaction.
 - 34. Borrower One choose to continue with the transaction.
- 35. Sometime after November 2010, Rospotunuk started to work on Borrower One's transaction and gave her supplemental documents to complete.
- 36. A notation made by Rospotunuk on a case log obtained from Rystadt reports that on March 10, 2011 Borrower One's loan modification was declined by the lender and noted "Will send borrower refund."
- 37. To date, Borrower One has not received a loan modification or a refund from Page 7 of 15 – Rystadt & Escobar Inc. - M-11-0125 – Final Order Revoking Mortgage Banker/Broker License, Order to Cease and Desist, and Order Assessing Civil Penalties Entered by Default

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- 38. On April 27, 2011, the Division Compliance Specialist made a request to Curtis Rystadt to provide copies of Rystadt's Clients' Trust Account statements along with account subsidiary ledgers.
- 39. Curtis Rystadt provided the Clients' Trust Account statements, but replied that he did not have a subsidiary ledger for the account.

b. Borrower Two

- 40. On or about January 1, 2011, a consumer (hereinafter "Borrower Two") filed a complaint with the Oregon Department of Justice against Rystadt, and the complaint was forwarded to the Division on or about January 25, 2011.
- 41. Borrower Two applied for a mortgage loan modification through Rystadt, and a company representative provided Borrower Two with a contract offering loan modification services including assisting them in renegotiating the terms of their residential mortgage program and/or loan structure.
- 42. Based on Rystadt' representations, Borrower Two accepted Rystadt's offer and signed the contract for loan modification services dated August 13, 2010.
 - 43. Borrower Two paid \$1,450 to Rystadt for loan modification services.
- 44. The contract provided that the borrower's funds would be placed in a Clients' Trust Account and provided for a partial refund if the lender declined the loan modification, and no other options are available for Rystadt to utilize.
- 45. Borrower Two started working with one Rystadt employee but their transaction was transferred to Browne in October 2010.
- 46. A Rystadt case log reports that "Nikki M", by information and belief also known as Nicole Cummings, spoke with Borrower Two to let them know that the lender declined their loan modification due to the fact that their loan was not delinquent. Cummings explained to Borrower Two that they had the option of a "special forbearance" that would affect
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their credit, and there would be no guarantee that the loan would be modified after the forbearance.

- 47. Borrower Two chose not to enter into a special forbearance.
- 48. Borrower Two received a refund from Rystadt of \$558.

c. Borrower Three

- 49. On or about March 28, 2011, a consumer (hereinafter "Borrower Three") filed a complaint with the Oregon Department of Justice against Rystadt, and the complaint was forwarded to the Division on or about April 7, 2011.
- 50. Borrower Three applied for a mortgage loan modification through Rystadt, and a company representative provided Borrower Three with a contract offering loan modification services including assisting him in renegotiating the terms of his residential mortgage program and/or loan structure.
- 51. Based on Rystadt' representations, Borrower Three accepted this offer and signed the contract for loan modification services dated August 11, 2010.
 - 52. Borrower Three paid \$3,650 upfront to Rystadt for loan modification services.
- 53. The contract provided that the borrower's funds would be placed in a Clients' Trust Account and provided for a partial refund if the lender declined the loan modification, and no other options are available for Rystadt to utilize.
- 54. Borrower Three contacted the Rystadt employee he had been working with to check on the status of his transaction, and the employee told him that he believed that Eddie Rospotnyuk, his boss, was working on Borrower Three's transaction.
- 55. In December or 2010 or January 2011, Borrower Three started working with Rospotnyuk on this transaction.
- 56. A Rystadt case log dated May 5, 2011 reports that Rospotnyuk left the lender a voice message requesting a return call to discuss the status of the transaction.
- 57. A Rystadt case log dated May 7, 2011 reports that Rospotnyuk left Borrower Page 9 of 15 – Rystadt & Escobar Inc. - M-11-0125 – Final Order Revoking Mortgage Banker/Broker License, Order to Cease and Desist, and Order Assessing Civil Penalties Entered by Default

Three a voice message to call to discuss his current options for the transaction.

58. Borrower Three did not receive a loan modification and received a \$900 refund from Rystadt.

d. Borrower Four

- 59. On or about July 18, 2011, a former Rystadt employee contacted the Division to report that a consumer couple (hereinafter "Borrower Four") who had applied for a loan modification through Rystadt had been taken advantage of by Rystadt.
- 60. On August 9, 2011, Borrower Four filed a complaint against Rystadt with the Divison.
- 61. Borrower Four applied for a mortgage loan modification through Rystadt, and a company representative provided Borrower Four with a contract offering loan modification services including assisting them in renegotiating the terms of their residential mortgage program and/or loan structure.
- 62. Based on Rystadt's representations, Borrower Four accepted Rystadt's offer and signed the contract for loan modification services dated July 12, 2010.
- 63. Borrower Four paid \$2,500 in several installments to Rystadt for loan modification services.
- 64. The contract provided that the borrower's funds would be placed in a Clients' Trust Account and provided for a partial refund if the lender declined the loan modification, and no other options are available for Rystadt to utilize.
- 65. Borrower Four started working with a Rystadt employee. This employee then reportedly went to meet with Rospotnyuk who indicated that Borrower Four was a "very good candidate for a modification."
- 66. In January 2011, Borrower Four came to Rystadt to make a payment and was told by Rospotnyuk not to make the monthly payment.
- 67. Again in February 2011, Rospotnyuk told Borrower Four not to make a payment Page 10 of 15 Rystadt & Escobar Inc. M-11-0125 Final Order Revoking Mortgage Banker/Broker License, Order to Cease and Desist, and Order Assessing Civil Penalties Entered by Default

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because things "were not going well at Rystadt."

68. At the end of March 2011, Borrower Four began leaving voice messages requesting an update on his loan modification transaction.

69. On July 27, 2011, Borrower Four spoke with Curtis Rystadt and asked about the status of his transaction. Rystadt replied that he would contact Rospotnyuk in California to find out of the status of the transaction and agreed to contact Borrower Four again on August 4, 2011.

70. On August 4, 2011, Borrower Four contacted Curtis Rystadt who told him that he would send Borrower Four an email and then ended the call.

71. Borrower Four reported that he did not receive an email or a return call from Curtis Rystadt.

72. On May 3, 2010, the Division Compliance Specialist spoke with the former Rystadt employee who originally contacted the Division regarding Rystadt's handling of Borrower Four's loan modification.

73. The former employee told the compliance specialist that Rospotnyuk was working on Borrower Four's loan modification transaction. He reported that Rospotnyuk works on all the loan modification transactions, and that he ran everything at Rystadt. He further reported that Rospotnyuk directed all paperwork and did all of the negotiation with the lender or the servicer for the Rystadt loan modifications.

74. On August 9, 2011, after receiving Borrower Four's complaint, the Division requested a copy of the Rystadt transaction file from Curtis Rystadt.

75. On September 15, 2011, Curtis Rystadt replied that he could not find the file, and that Rospotnyuk had taken the file with him in California.

76. Borrower Four reported that he received a \$1,400 refund from Rystadt on September 23, 2011.

77. Curtis Rystadt submitted a portion of Borrower Four's transaction file to the

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Division. A Division Compliance Specialist sent an email request and left a phone message requesting the entire transaction file.

78. To date, Rystadt has not submitted Borrower Four's complete transaction file to the Division.

e. Inquiry

- 79. On or about August 12, 2010, the Division received a call from HomeStreet Bank's attorney reporting that Rystadt was using the bank's name in connection with advertisements offering loan modifications services that implied a relationship existed between Rystadt and the bank.
- 80. The Rystadt advertisement including a notice on the front "Re: HOMESTREEET BANK-Loan Modification."
- 81. No affiliation exists between HomeStreet Bank and Rystadt. The Division warned Rystadt that this advertisement violated the Oregon Mortgage Lender Law, and Rystadt responded that he would stop using the bank's name in connection with solicitations for loan modifications.

CONCLUSIONS OF LAW

The Director CONCLUDES that:

- 1. Rystadt's failure to receive a satisfactory score of 3 on the January 2011 examination, while instead receiving a poor score of 5, constitutes a violation of conditions placed on Rystadt's license by order of the Director administrative case number M-06-0021 and M-07-0029 which is grounds to revoke Rystadt's mortgage banker/broker license under ORS 86A.115(9).
- 2. Continuing to employ loan originators who had not completed the required education in violation of OAR 441-880-0030(6) is a violation of the conditions placed on Rystadt's license by order of the Director administrative case number M-06-0021 and M-07-0029. This violation of Rystadt's conditional license is grounds to revoke Rystadt's mortgage

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banker/broker license under ORS 86A.115(9).

- 3. Failing to complete criminal records checks before the hire of loan originators, in violation OAR 441-860-0045(1), is a violation of the conditions placed on Rystadt's license by order of the Director administrative case number M-06-0021 and M-07-0029. This violation of Rystadt's conditional license is grounds to revoke Rystadt's mortgage banker/broker license under ORS 86A.115(9).
- 4. By failing to include compliant interest rate lock/float agreements in all borrower files, in violation of OAR 441-865-0060(1)(c), Rystadt violated the conditions placed on its license by the Director administrative case number M-06-0021 and M-07-0029. This violation of Rystadt's conditional license is grounds to revoke Rystadt's mortgage banker/broker license under ORS 86A.115(9).
- 5. By failing to set up and maintain a subsidiary ledger for the Clients' Trust Account showing the receipts and disbursements and maintaining a running total of every transaction pertaining to the trust account, Rystadt violated OAR 441-875-0040(1)(b).
- 6. By discussing the loan modification transaction options with Borrower One, including offering the options of continuing with the loan modification transaction with Rystadt by completing and submitting the paperwork, or closing out the transaction, Browne acted as a loan originator for Rystadt under ORS 86A.200(4)(a).
- 7. By failing to refund the upfront fees owed to Borrower One after the lender declined her loan modification and after Rospotnyuk noted in the case log that a refund would be made, Rystadt failed to account to persons for monies received in violation ORS 86A.115(7) which constitutes grounds to revoke's Rystadt's mortgage banker/broker license.
- 8. By discussing their loan modification transaction options with Borrower Two including that that they had the option of a "special forbearance" that would affect their credit, and there would be no guarantee that the loan would be modified after the forbearance, Cummings acted a loan originator for Rystadt under ORS 86A.200(4)(a).
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9. By taking over Borrower Three's loan modification transaction from another Rystadt
employee, by discussing Borrower Three's transaction options for continuing with his Rystadt
loan modification transaction with him, by offering a favorable evaluation of Borrower Four's
chances for a loan modification, and by negotiating with the lender on behalf of Borrower Four,
Rospotnyuk acted as a loan originator under ORS 86A.200(4)(a).

- 10. By failing to notify the Division of the employment of Browne, Cummings, and Rospotnyuk within 30 days of employment, Rystadt violated ORS 86A.179(1). This violation of Rystadt's conditional license is grounds to revoke Rystadt's mortgage banker/broker license under ORS 86A.115(9).
- 11. Rystadt's failure to maintain Borrower Four's loan modification transaction file and by failing to produce the complete file after the Division requested a copy of the file demonstrates negligence or incompetence in performing act for which the licensee is required to hold a license in violation of ORS 86A.112(1). Rystadt's violation of ORS 86A.112(1) constitutes grounds to revoke Rystadt's mortgage banker/broker license under ORS 86A.115(15).
- 12. The ad that Rystadt used or caused to be published that included "Re: HOMESTREET BANK-Loan Modification," implying there is a relationship between Rystadt and Homestreet Bank when no relationship exists, constitutes a false, misleading, deceptive statement or representation in violation of ORS 86A.163(1).

ORDERS

NOW, THEREFORE, THE DIRECTOR ISSUES THE FOLLOWING ORDERS:

The Director, pursuant to ORS 86A.115, hereby ORDERS that Rystadt's mortgage banker/broker license is REVOKED as of the date of this order.

The Director, pursuant to ORS 86A.127, hereby ORDERS Rystadt to Cease and Desist from violating Oregon's Mortgage Lender Law.

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The Director, pursuant to ORS 86A.992, hereby proposes to order Rystadt to pay a civil

penalty of \$35,000. The civil penalty is based upon \$5,000 for the violation of OAR 441-875-
0040(1)(b) (failure to maintain supplementary ledger for the Clients' Trust Account), \$15,000
for three violations of ORS 86A.179(1) (failure to notify of the employment of loan originator),
\$5,000 for the violation of ORS 86A.115(7) (failure to account to persons for monies received),
\$5,000 for the violation of ORS 86A.115(12) (negligence or incompetence), and \$5,000 for the
violation of ORS 86A.163(1) (misleading ad).
The entry of this Order in no way further limits remedies that may be available to the
Director under Oregon law.
Dated this 30 th day of November, 2012.
PATRICK M. ALLEN, Director Department of Consumer and Business Services
/s/ David Tatman David C. Tatman, Administrator Division of Finance and Corporate Securities
Nunc Pro Tunc December 19, 2011.
NOTICE: You may be entitled to judicial review of this Order. Judicial review may be
obtained by filing a petition with the Court of Appeals in Salem, Oregon within 60 days from
the service of this Order. Judicial review is pursuant to the provisions of ORS 183.482 to the
Oregon Court of Appeals.