

FILED February 13, 2020 (Date)

JREK  
Board / Commission  
Signature, Executive Officer

BEFORE THE IOWA REAL ESTATE COMMISSION  
200 EAST GRAND, SUITE 350  
DES MOINES, IOWA 50309

|                            |   |                        |
|----------------------------|---|------------------------|
| IN RE:                     | ) |                        |
|                            | ) | CASE NUMBER: 19-180    |
| Dale W. Hoyt               | ) |                        |
| Broker (B26576000)         | ) | COMBINED STATEMENT OF  |
|                            | ) | CHARGES, INFORMAL      |
| Town & Farm Realty Company | ) | SETTLEMENT AGREEMENT,  |
| 117 North Chestnut Street  | ) | AND CONSENT ORDER IN A |
| Jefferson, IA 50129        | ) | DISCIPLINARY CASE      |
|                            | ) |                        |
| RESPONDENT                 | ) |                        |

The Iowa Real Estate Commission (Commission) and Dale W. Hoyt (Respondent) enter into this Combined Statement of Charges, Informal Settlement Agreement, and Consent Order in a Disciplinary Case (Order) pursuant to Iowa Code Sections 17A.10(1) and 272C.3(4) (2019).

1. The Commission issued the Respondent real estate broker license number B26576000 on August 24, 1989. Respondent's license is in full force and effect until December 31, 2021. At all times relevant to this matter, the Respondent served both as the designated broker in charge and a licensed real estate broker officer of Town & Farm Realty Company, license number F03701000, located in Jefferson, Iowa.

2. The Commission has jurisdiction of this disciplinary matter pursuant to Iowa Code chapters 17A, 272C, and 543B (2019). Licenses issued by the Commission are subject to the laws of the State of Iowa and to the administrative rules of the Commission.

**STATEMENT OF CHARGES**

COUNT I

3. Respondent is charged with engaging in practices harmful or detrimental to the public in violation of Iowa Code sections 543B.29(1)(d), 543B.29(1)(k), 543B.34(1), 543B.46 (2019) by:

- (a) Failing to maintain at all times a record of the Respondent's trust account and improper trust account procedures. See 193E Iowa Administrative Code §§ 13.1(6), 18.14(5)(e), 18.14(5)(f).

- (b) Failing to accurately maintain a general ledger to record in chronological order all receipts and disbursements for the Respondent's trust account. See 193E Iowa Administrative Code §§ 13.1(6)(a), 18.14(5)(e)(1).
- (c) Failing to provide a means for a monthly reconciliation of the Respondent's trust account to ensure agreement of the general ledger balance, reconciled bank balance and individual ledger accounts. See 193E Iowa Administrative Code §§ 13.1(6)(a)(3), 18.14(5)(e), 18.14(5)(f).

## COUNT II

4. Respondent is charged with engaging in practices harmful or detrimental to the public and/or failing to diligently exercise reasonable skill and care in providing real estate brokerage services to a client in violation of Iowa Code sections 543B.29(1)(d), 543B.34(1), 543B.56(1)(b), 543B.57(1), 543B.57(2) (2019) by failing to have a written disclosure of agency acknowledged by the signatures of all parties to the transaction prior to the presentation of an offer. See 193E Iowa Administrative Code sections 12.2(1), 12.2(3), 12.2(14), 18.2(2), 18.14(5)(s).

## CIRCUMSTANCES

5. Respondent was assigned as the designated broker in charge of real estate brokerage firm Town & Farm Realty Company at all times relevant to this matter. As the designated broker in charge of the real estate brokerage firm, the Respondent is responsible for ensuring compliance with all applicable rules and regulations governing the firm's operations in the state of Iowa, including maintenance of the trust account used by the firm.

6. On September 6, 2019, an onsite examination of the Respondent's Iowa real estate trust account and transaction records was conducted by the Commission auditor (auditor).

7. The auditor found that the Respondent is failing to properly maintain accurate accounting of the general ledger balance for the Respondent's Iowa real estate trust account.

8. The auditor found that for the Respondent's Iowa real estate trust account, there was not an accurate monthly reconciliation being performed to ensure agreement of the general ledger balance, reconciled bank balance and sum of the individual ledgers.

9. The auditor found the Respondent's real estate trust bank account was overdrawn and reflected a balance of -\$260.17 on July 22, 2019, -\$292.17 on July 23, 2019, and -\$392.17 on July 25, 2019.

10. In a random sampling of transaction files, the auditor discovered one (1) real estate transaction for a property located in Jefferson, Iowa, in which the Respondent was the selling

broker; the aforementioned transaction file did not include an executed buyer agency agreement.

11. Consequently, by failing to have a buyer agency agreement signed by all parties to the transaction, the Respondent failed to properly identify which party he represented in the respective real estate transaction.

### **SETTLEMENT AGREEMENT**

12. Respondent admits each and every allegation in the above-stated Statement of Charges. This case shall constitute one violation for purposes of Iowa Code section 543B.29(4) (2019).

13. Respondent acknowledges that he has a right to receive notice of the above-stated charges and to request a hearing before the Commission on the merits of the charges. By freely and voluntarily entering into this Order, the Respondent waives his right to notice and a hearing and all attendant rights, including the right to seek judicial review. This Order constitutes discipline against the Respondent, and is the final agency order in this contested case pursuant to Iowa Code section 17A.10 and 193 Iowa Administrative Code 7.4.

14. Respondent agrees that the State's attorney and/or Commission staff may present this Order to the Commission and may have *ex parte* communications with the Commission while presenting it. Respondent waives any right of notice of this meeting or any right that the Respondent might have to participate in the discussion of this Order among the Commission, the Commission staff and the State's attorney.

15. This Order shall be part of the permanent record of Respondent and shall be considered by the Commission in determining the nature and severity of any future disciplinary action to be imposed in the event of any future violations of the laws and rules governing the practice of real estate by the Respondent.

16. Failure to comply with the terms of this Order shall be prima facie evidence of a violation of Iowa Code sections 543B.29(1)(d), 543B.34(1) and 272C.3(2)(a) (2019) and shall be grounds for further disciplinary action. However, no action may be taken against the Respondent for violations of this Order without a hearing, or waiver of hearing.

17. This Order is not binding on the Iowa Real Estate Commission until it has been formally approved by a majority of the Commission members.

(a) In the event that this Order is rejected by the Commission it shall be of no force or effect to either party, and it shall not be admissible for any purpose in further proceedings in this matter.

(b) If the Commission approves this Order, it shall fully dispose of all issues in this case.

18. Upon acceptance by both the Commission and Respondent, this Combined Statement of Charges, Informal Settlement and Consent Order shall be a public record available for inspection and copying in its entirety in accordance with the requirements of Iowa Code chapter 22 (2019).

**CONSENT ORDER**

**IT IS THEREFORE ORDERED:**

19. REPRIMAND. Pursuant to 193E Iowa Administrative Code section 18.14(1)(j), the Respondent is reprimanded.

20. CIVIL PENALTY. Respondent shall pay a civil penalty to the Commission in the amount of two thousand, five hundred dollars (\$2,500.00) no later than twelve (12) months after acceptance of this Order by the Commission. The civil penalty must come under a cover letter addressed to the Commission's Executive Officer, referencing Case Number 19-180.

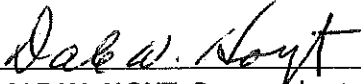
21. EDUCATION. The Respondent shall attend the Commission approved eight (8) hour course "Trust Accounts" (for Count I) and the Commission approved eight (8) hour course "Real Estate Law & Agency Law" (for Count II). These hours shall be in addition to any real estate continuing education required by law for license renewal. The original certificate of attendance must be submitted to the Iowa Real Estate Commission no later than twelve (12) months after acceptance of this Order by the Commission. The certificate of attendance must come under a cover letter addressed to the Commission's Executive Officer, referencing Case Number 19-180.

22. FUTURE COMPLIANCE. The Respondent also shall at all future times fully and promptly comply with all pertinent Orders of the Commission and the statutes and Commission rules regulating the practice of real estate.

**WHEREFORE**, the terms of this Combined Statement of Charges, Informal Settlement Agreement and Consent Order are agreed to and accepted by the Iowa Real Estate Commission and the Respondent.

**FOR THE RESPONDENT:**

Voluntarily agreed to and accepted by Dale W. Hoyt on this 23 day of December, 2019.

  
By: DALE W. HOYT, Respondent

State of Iowa )

County of Greene )

Signed and sworn to before me on this 23 day of December, 2019, by:



Amanda Schroeder  
Notary Public, State of Iowa  
Printed Name: Amanda Schroeder  
My Commission Expires: Feb. 22, 2020

**FOR THE COMMISSION:**

Voluntarily agreed to and accepted by the **IOWA REAL ESTATE COMMISSION** on this 13th day of FEBRUARY, 2019.

Terrance M. Duggan  
**TERRANCE M. DUGGAN**, Chair  
Iowa Real Estate Commission