

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

---

IN RE:	)	
	)	CASE NUMBER: 21-291
Jeffrey J. Schulz	)	
Salesperson (S60013000)	)	COMBINED STATEMENT OF
	)	CHARGES, INFORMAL
Country Estates Realty Co.	)	SETTLEMENT AGREEMENT,
317 S Ankeny Blvd	)	AND CONSENT ORDER IN A
Ankeny, IA 50021	)	DISCIPLINARY CASE
	)	
RESPONDENT	)	

---

The Iowa Real Estate Commission (Commission) and **Jeffrey J. Schulz** (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).

1. The Commission issued the Respondent real estate salesperson license number S60013000 on June 12, 2009. Respondent's license is now in full force and effect until December 31, 2023. At all times relevant to this matter, the Respondent was licensed to Country Estate Realty Co, a licensed firm, license number F01785000, located in Ankeny, Iowa.

2. The Commission has jurisdiction of this disciplinary matter pursuant to Iowa Code chapters 17A, 272C, and 543B. 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 performing acts as a real estate salesperson without first obtaining a license and otherwise complying with the requirements of Iowa Code Chapter 543B, in violation of Iowa Code sections 543B.1, 543B.3, 543B.6, 543B.28, 543B.29(1)(d), 543B.34(1). See 193E Iowa Administrative Code sections 4.5, 4.6, 18.2(5), 18.14(5)(a).

### CIRCUMSTANCES

4. From the time period of November 28, 2017 through December 31, 2021, the Respondent was a licensed real estate salesperson assigned to Country Estates Realty Co., a licensed real estate firm, license number F01785000, located in Ankeny, Iowa.

5. Pursuant to Commission licensing records, any license with an expiration date of December 31, 2020, expired on July 25, 2021. This is based on the commission's guidance provided from the Governor's continued proclamations that extended the expiration date of the prelicense process. In working through the reinstatement process, the \$25.00 per month reinstatement penalty starts accruing beginning the month of August 2021.

6. Between the time period of July 25, 2021 and September 30, 2021, while his Iowa real estate salesperson license was lapsed, the Respondent conducted activities requiring a real estate license in the state of Iowa.

### SETTLEMENT AGREEMENT

7. 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) (2022).

8. 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.

9. 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.

10. 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.

11. 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) 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.

12. 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.

13. Upon acceptance by both the Commission and Respondent, this Combined Statement of Charges, Informal Settlement Agreement 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.

#### **CONSENT ORDER**

#### **IT IS THEREFORE ORDERED:**

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


15. **CIVIL PENALTY.** Respondent shall pay a civil penalty to the Commission in the amount of five hundred dollars (\$500.00) no later than six (6) 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 21-291.

16. **FUTURE COMPLIANCE.** The Respondent 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 Jeffrey J. Schulz on this 25<sup>th</sup> day of May, 2023.


  
By: JEFFREY J. SCHULZ, Respondent

State of Iowa )

County of POWELL )

Signed and sworn to before me on this 25<sup>th</sup> day of May, 2023, by:



  
Notary Public, State of Iowa  
Printed Name: Schaeffer Simmons  
My Commission Expires: 1/24/2026

**FOR THE COMMISSION:**

Voluntarily agreed to and accepted by the IOWA REAL ESTATE COMMISSION on this 8<sup>th</sup> day of June, 2023.

  
JAMES M.H CLINGMAN, Chair  
Iowa Real Estate Commission