

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

Department of Commerce  
Professional Licensing Bureau  
**FILED 8-3-23 (Date)**  
**IREC**  
Board / Commission  
  
Signature, Executive Officer

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IN RE:	)	
	)	CASE NUMBER: 16-070
Mary B. Southard	)	
Broker (B28491000)	)	COMBINED STATEMENT OF
	)	CHARGES, INFORMAL
Bunny Southard, Inc.	)	SETTLEMENT AGREEMENT,
3054 St. Charles Rd.	)	AND CONSENT ORDER IN A
St. Charles, IA 50240	)	DISCIPLINARY CASE
	)	
RESPONDENT	)	

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The Iowa Real Estate Commission (Commission) and **Mary B. Southard** (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 broker license number B28491000 on August 23, 1988. Respondent's license is in full force and effect until December 31, 2023. At all times relevant to this matter, the Respondent was a licensed real estate broker officer, assigned to Bunny Southard, Inc., license number F05362000, located in St. Charles, Iowa. Respondent was assigned as the designated broker of the real estate brokerage firm at all times relevant to this matter.

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 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 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 accurately maintain the running balance of all individual ledger accounts for the Respondent's trust account. *See* 193E Iowa Administrative Code §§ 13.1(6)(b), 18.14(5)(e)(2).
- (d) 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).

#### CIRCUMSTANCES

4. As designated broker of the real estate brokerage firm, the Respondent is responsible for ensuring compliance with all applicable rules and regulations governing its operations in the state of Iowa.

5. On March 15, 2016, an onsite examination of the Respondent's three (3) Iowa real estate trust accounts and transaction records were conducted by the Commission auditor (auditor).

6. The auditor found that the Respondent is failing to properly maintain accurate accounting of the general ledger balances for the Respondent's three (3) Iowa real estate trust accounts. Two of the trust accounts did not have a general ledger and one general ledger had not been updated with several years of activity absent.

7. The auditor found that for the Respondent's three (3) Iowa real estate trust accounts, there is a failure to properly maintain accurate accounting for its individual ledger accounts.

8. The auditor found that for the Respondent's three (3) Iowa real estate trust accounts, 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. For the two bank statements dated February 29, 2016, the auditor was not able to perform accurate reconciliations due to the Respondent's failure to maintain the general ledger, failure to maintain the individual ledgers and failure to perform accurate monthly reconciliations for the Iowa real estate trust account. The broker was unable to locate the bank statement for the third trust account.

### SETTLEMENT AGREEMENT

10. 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).

11. Respondent acknowledges that she 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 her 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.

12. 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.

13. 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.

14. 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.

15. 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.

16. 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.

**CONSENT ORDER**

**IT IS THEREFORE ORDERED:**

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

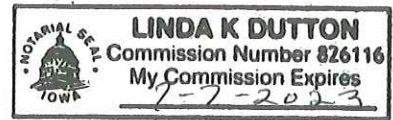
18. CIVIL PENALTY. Respondent shall pay a civil penalty to the Commission in the amount of two thousand, five hundred dollars (\$2,500.00) no later than twelve (12) months after acceptance of this Order by the Commission. The civil penalty must come under a cover letter addressed to the Commission's Executive Officer, referencing Case Number 16-070.

19. EDUCATION. The Respondent shall attend the Commission approved six (6) hour course "Trust Accounts." 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 16-070.

20. CPA AUDIT. The Respondent shall hire an Iowa licensed Certified Public Accountant (CPA) at the Respondent's expense to audit and to establish trust account records following Generally Accepted Accounting Principles. The CPA's audit report demonstrating Respondent's current compliance with applicable standards, Iowa law and Commission trust account rules shall be submitted on or before November 30, 2023. The audit report must come under a cover letter addressed to the Commission's Executive Officer, referencing Case Number 16-070.

21. 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 **Mary B. Southard** on this 26 day of June, 2023.

Mary B Southard  
By: **MARY B. SOUTHARD**, Respondent

State of Iowa)

County of Madison)

Signed and sworn to before me on this 26 day of June, 2023, by:

Mary B Southard  
Notary Public, State of Iowa  
Printed Name: Linda K Dutton  
My Commission Expires: 7-7-2023

**FOR THE COMMISSION:**

Voluntarily agreed to and accepted by the **IOWA REAL ESTATE COMMISSION** on this 3rd day of August, 2023.

JAMES M. H. CLINGMAN  
**JAMES M. H. CLINGMAN**, Chair  
Iowa Real Estate Commission