# **ORDER SUMMARY – Case Number: C-13-1205**

Name(s):	Alliance Loss Mitigation LLC			
	Matthew Joel Side			
Order Number:	C-13-1205-14-	-CO01		
Effective Date:	September 23,	2014		
License Number:	Alliance: DFI: 58063 NMLS # 392916 Side: DFI: 28825 NMLS # 394240			
Or NMLS Identifier [U/L]	Bide: B11: 200	1 TOTALS II S	<i>J</i> 12 10	
License Effect:	Staved revocat	Stayed revocation pending compliance evaminations		
Electise Effect.	Stayed revocation pending compliance examinations			
Not Apply Until:				
Not Eligible Until:				
	-			
Prohibition/Ban Until:				
I	\$2.506.90	Due	Doid	Data
<b>Investigation Costs</b>	\$2,596.80	Due	Paid	Date 9/23/14
				<i>)/23/1</i> 4
Fine	\$50,000	Due	Paid ⊠Y □ N	Date: \$10,000 pd 9/23/14
	T	Τ_	T=	T _
Assessment(s)	\$	Due	Paid N	Date
			1 11	
Restitution	\$1,325	Due: 3/24/2015	Paid ☐ Y ⋈ N	Date
Judgment	\$	Due	Paid N N	Date
Satisfaction of Judgment F	Filod?	Y N		
Satisfaction of Judgment 1	No. of			
	Victims:			
Comments: \$40,000 fine stayed per	nding compliance ex	kams, remedial actions, a	and record retentio	n.

# STATE OF WASHINGTON DEPARTMENT OF FINANCIAL INSTITUTIONS DIVISION OF CONSUMER SERVICES

IN THE MATTER OF DETERMINING
Whether there has been a violation of the
Mortgage Broker Practices Act of Washington by:

No.: C-13-1205-14-CO01

ALLIANCE LOSS MITIGATION, LLC, and MATTHEW J. SIDE, NMLS # 394240.

Managing Member,

CONSENT ORDER

Respondents.

COME NOW the Director of the Department of Financial Institutions (Director), through his designee Deborah Bortner, Division Director, Division of Consumer Services, and Alliance Loss Mitigation, LLC (Respondent Alliance), and Matthew Joel Side, Managing Member (Respondent Side), and finding that the issues raised in the above-captioned matter may be economically and efficiently settled, agree to the entry of this Consent Order. This Consent Order is entered pursuant to chapter 19.146 of the Revised Code of Washington (RCW), and RCW 34.05.060 of the Administrative Procedure Act, based on the following:

#### AGREEMENT AND ORDER

The Department of Financial Institutions, Division of Consumer Services (Department) and Respondents have agreed upon a basis for resolution of the matters alleged in Statement of Charges No. C-13-1205-14-SC01 (Statement of Charges), entered March 6, 2014, (copy attached hereto). Pursuant to chapter 19.146 RCW, the Mortgage Broker Practices Act (Act), and RCW 34.05.060 of the Administrative Procedure Act, Respondents hereby agree to the Department's entry of this Consent Order and further agree that the issues raised in the above-captioned matter may be economically and efficiently settled by entry of this Consent Order. The parties intend this Consent Order to fully resolve the Statement of Charges.

CONSENT ORDER C-13-1205-14-CO01 Alliance Loss Mitigation, LLC and Matthew J. Side, Managing Member

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Based upon the foregoing:

**A.** Jurisdiction. It is AGREED that the Department has jurisdiction over the subject matter of the activities discussed herein.

- B. Waiver of Hearing. It is AGREED that Respondents have been informed of the right to a hearing before an administrative law judge, and hereby waive their right to a hearing and any and all administrative and judicial review of the issues raised in this matter, or of the resolution reached herein. Accordingly, Respondents, by their signatures below, withdraw their appeal to the Office of Administrative Hearings.
- C. Stayed License Revocation. It is AGREED that Respondent Alliance's mortgage broker license and Respondent Side's loan originator license are subject to revocation. It is further AGREED that said revocation shall be staved for a period of twenty-four (24) months, and that Respondents shall be subject to two compliance examinations during the twenty-four (24) month stayed revocation period, to be conducted by the Department at the Department's discretion and pursuant to the requirements of WAC 208-660-510. It is further AGREED that the first examination will cover the time period from the date of entry of the Consent Order forward. Respondents AGREE to pay all costs associated with these examinations within 30 days of receipt of an invoice. Respondents further AGREE to promptly respond to and address any and all issues, if any, identified in the compliance examinations to the satisfaction of the Department. It is further AGREED that if the Department does not seek to lift the stay and impose the revocation within the twenty-four (24) month stay period, said revocation will be deemed withdrawn without further action being required by either party. Subject to paragraph D, nothing in this Consent Order shall prohibit Respondents from continuing to engage in mortgage broker and loan originator activity pursuant to Respondent Alliance's mortgage broker license and Respondent Side's loan originator license during the period of stayed revocation imposed by this Consent Order.

### **D.** Lifting of Stay and Imposing Revocation. It is AGREED that:

- 1. If, as a result of either compliance examination set forth above, the Department determines that Respondents have not complied with the Act to a degree sufficient to warrant revocation, and the Department accordingly seeks to lift the stay and impose the revocation set forth in section C above, the Department will first notify Respondents in writing of its determination.
- 2. The Department's notification will include:
  - a) A description of the alleged noncompliance;
  - b) A statement that because of the noncompliance, the Department seeks to lift the stay and impose the revocation;
  - c) An opportunity for Respondents to contest the Department's

    determination of noncompliance in an administrative hearing before an

    Administrative Law Judge (ALJ) from the Office of Administrative

    Hearings (OAH); and
  - d) A copy of this Consent Order. The notification and hearing process provided in this Consent Order applies only to this Consent Order. It is solely provided in the event Respondents choose to contest the Department's determination of noncompliance.
- 3. Respondents will be afforded ten (10) business days from the date of receipt of the Department's notification to submit a written request to the Department for an administrative hearing to be held before an ALJ of OAH.
- **4.** Respondents, in addition to their request for hearing, may provide a written response to include any information pertaining to the alleged noncompliance.

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5.	This administrative hearing shall be expedited and follow the timing and processes
	described in this Consent Order

- 6. If requested, the hearing will be held within fifteen (15) business days (or as soon as the schedule of the ALJ permits) from the due date for Respondents' request for hearing or from the date of receipt of Respondents' timely request for hearing, whichever is sooner. The parties will accommodate the prompt scheduling of the hearing.
- 7. The scope and issues of the hearing are limited solely to whether or not Respondents are in violation of the Act to a degree sufficient to warrant license revocation.
- 8. At the conclusion of the hearing, the ALJ will issue an initial decision. Either party may file a Petition for Review with the Director of the Department.
- 9. If Respondents do not request a hearing within the stated time, the Department will immediately revoke Respondent Alliance's mortgage broker license and Respondent Side's loan originator license and pursue whatever action it deems necessary to enforce the revocations.
- **E. Remedial Actions.** It is AGREED that Respondents shall take the following actions to conduct activity in compliance with the Act:
  - Specify fees earned from Respondents' short sale activities as "short sale negotiation fees" in its communications with consumers, lenders, and settlement agents;
  - Provide all documents, including all addenda, associated with the short sale transactions, to all parties in the transaction;
  - 3. Give notice to seller's lender by providing a copy of the assignment document and disclosing this assignment on the HUD-1 if any portion of an FHA Seller Incentive or

HAFA Seller Incentive intended for the seller will be assigned to Respondents;

CONSENT ORDER
C-13-1205-14-C001
Alliance Loss Mitigation, LLC and
Matthew J. Side, Managing Member

- **4.** Accurately disclose Respondent Alliance's license name and NMLS number on any media and disclosures created by Respondents; and
- **5.** Comply with RCW 19.146.103 by refraining from engaging in activities as described in Section 1.2 of the Statement of Charges.
- F. Fine. It is AGREED that Respondents shall pay a fine to the Department in the amount of \$50,000, of which \$40,000 shall be stayed during the twenty-four (24) month stayed revocation. It is further AGREED that if the Department does not seek to lift the stay and impose the revocation within the twenty-four (24) month stay period, and any adjudicative proceeding related to this matter does not recommend revocation of Respondents' licenses, the stayed portion of the fine shall no longer be due and owing as of the end of the twenty-four (24) month revocation period or the date of the adjudicative order. The remaining \$10,000 fine must be paid in the form of a cashier's check made payable to the "Washington State Treasurer" upon entry of this Consent Order.
- G. Restitution. It is AGREED that Respondents will pay restitution to two consumers, K.B. in the amount of \$575, and N.B. in the amount of \$750. It is further AGREED that Respondents shall provide documentation of this restitution to the Department within six months of entry of this Consent Order. At the end of six months, it is further AGREED that Respondents will escheat any funds which Respondents are unable to disburse to the proper party to the Department of Revenue in the manner required by chapter 63.29 RCW, the Uniform Unclaimed Property Act.
- **H. Investigation Fee**. It is AGREED that Respondents shall pay to the Department an investigation fee of \$2,596.80 in the form of a cashier's check made payable to the "Washington State Treasurer" upon entry of this Consent Order. The \$10,000 portion of the Fine that is due upon entry and Investigation Fee may be paid together in one \$12,596.80 cashier's check made payable to the "Washington State Treasurer."

1	RESPONDENTS: Alliance Loss Mitigation, LLC
2	By:
3	09/19/2014
	Matthew J. Side Date
4	Managing Member
5	09/19/2014
6	Matthew J. Side Date Individually
7	Approved as to form:
8	9/14/14
9	Robert R. Rowley, WSBA No. 24128 Date
10	Attorney at Law Robert R. Rowley, P.S. Attorney for Respondents
11	Attorney for Respondents
12	DO NOT WRITE BELOW THIS LINE
	THIS ORDER ENTERED THIS DAY OF THE 2014.
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15	DEBORAH BORTNER Director, Division of Consumer Services
16	Department of Financial Institutions
17	Presented by:
18	
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20	SHANA L. OLIVER Financial Legal Examiner
21	Approved by:
22	
23	CHARLES E. CLARK Enforcement Chief
24	
	CONSENT ORDER C-13-1205-14-C001 Alliance Loss Mitigation, LLC and Matthew J. Side, Managing Member  DEPARTMENT OF FINANCIAL INSTITUTIONS Division of Consumer Services P.O. Box 41200 Olympia, WA 98504-1200 (360) 902-8703

# STATE OF WASHINGTON DEPARTMENT OF FINANCIAL INSTITUTIONS DIVISION OF CONSUMER SERVICES

IN THE MATTER OF DETERMINING
Whether there has been a violation of the
Mortgage Broker Practices Act of Washington by:

ALLIANCE LOSS MITIGATION, LLC, and MATTHEW J. SIDE, NMLS # 394240, Managing Member,

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Respondents.

No. C-13-1205-14-SC01

STATEMENT OF CHARGES and NOTICE OF INTENTION TO ENTER AN ORDER TO CEASE AND DESIST, REVOKE LICENSE, PROHIBIT FROM INDUSTRY, IMPOSE FINE, AND COLLECT INVESTIGATION FEE

#### INTRODUCTION

Pursuant to RCW 19.146.220 and RCW 19.146.223, the Director of the Department of Financial Institutions of the State of Washington (Director) is responsible for the administration of chapter 19.146 RCW, the Mortgage Broker Practices Act (Act). After having conducted an investigation pursuant to RCW 19.146.235, and based upon the facts available as of the date of this Statement of Charges, the Director, through his designee, Division of Consumer Services Director Deborah Bortner, institutes this proceeding and finds as follows:

#### I. FACTUAL ALLEGATIONS

### 1.1 Respondents.

- A. Alliance Loss Mitigation, LLC (Respondent Alliance) was licensed by the Department of Financial Institutions of the State of Washington (Department) to conduct business as a mortgage broker on or about February 28, 2011, and continues to be licensed to date.
- B. Matthew J. Side (Respondent Side) is the Managing Member of Respondent Alliance. Respondent Side was licensed by the Department to conduct business as a loan originator on or about February 28, 2011, and continues to be licensed to date.

STATEMENT OF CHARGES C-13-1205-14-SC01 Alliance Loss Mitigation, LLC and Matthew J. Side, Managing Member

1.2 Prohibited Acts – M.W. Transaction. During the course of a short sale negotiation
conducted by Respondents from approximately February 2011 through September 2011, Respondent
made deceptive statements regarding the financial position of the seller, M.W., to the seller's lender.
Respondents also made misrepresentations about the buyer's financial position to the second
mortgage lienholder. Additionally, during this negotiation Respondents also withheld documents
from the seller's lender. Respondents negotiated with the second mortgage lienholder for a payment
made outside of closing in order to ensure that the short sale, in which Respondents had a financial
interest, would close. At closing, Respondents facilitated a payment to the second mortgage
lienholder for M.W.'s property which was not accounted for on the HUD-1 Settlement Statement.
The escrow agent disbursed an \$8,000 check payable to Respondent Alliance. Respondent Side then
presented a check to the second mortgage lienholder for \$8,680, which included \$680 paid by
Respondents. Approximately three months after M.W.'s transaction closed, Respondent Side also
agreed to write a back-dated letter and provide it to the escrow agent to account for the payment
made to the second mortgage lienholder outside of closing.
1.3 Failure to Comply with Department Directives. On or about February 8, 2012, the

- 1.3 Failure to Comply with Department Directives. On or about February 8, 2012, the Department issued a directive to Respondent Alliance, requesting documents related to the M.W. transaction. The directive requested "the entire loan file for sellers [M.W.] including... purchase and sale agreement (including addenda, if any)..." Respondents provided a response to the Department on or about February 23, 2012. In its review of the response, the Department noted that Respondents did not include the Short Sale Addendum to the Purchase and Sale Agreement for the M.W. transaction.
- **1.4 Examination.** The Department conducted an on-site examination of Respondent Alliance from June 10, 2013, through June 13, 2013. The scope of this examination included a review of

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a review of loan files related to Respondents' short sale negotiation on behalf of 37 Washington property sellers. As a result of the examination, the Department discovered violations of the Act as outlined below.

1.5 Omissions and Misrepresentations to Seller's Lender. In each of the 37 short sale transactions reviewed during the examination, the Department noted that Respondents failed to provide to the seller's lender an addendum to the Purchase and Sale Agreement between the seller and the buyer during the short sale negotiation process (Alliance Addendum). The Alliance Addendum is an integral part of the Purchase and Sale Agreement as it contains the language, "The following is part of the Purchase and Sale Agreement... the parties here agree that, despite any language in the contract to the contrary, the contract is expressly contingent upon the following terms and conditions..." The Alliance Addendum between the seller and the buyer provides that Respondent Alliance will be paid by a fee charged to the buyer, the cost of which is then offset by a "seller's credit" from the seller's lender in the same amount.

The apparent function of the Alliance Addendum is to obtain payment for Respondents' services in the guise of a "seller credit" that most lenders typically approve during the short sale process. However, because the Alliance Addendum is withheld from the seller's lender, the seller's lender is unaware that it is furnishing the funds to the buyer who has agreed to pay those funds to Respondents. The seller, who originally contracted with Respondents for services, paid nothing toward Respondents' fees, while the buyer "paid" Respondents' fees using funds received from the seller's lender.

As part of the short sale negotiation with seller's lender, Respondents were required to submit an Estimated HUD-1 Settlement Statement (Estimated HUD) to the seller's lender detailing the specific costs and charges associated with the sale of the property. In at least 36 short sale

seller's lender that Respondents were being compensated for short sale negotiation services. In at least 23 transactions, the Estimated HUD misrepresented fees for the services provided by Respondents as "mortgage broker" fees and "document review" fees, not "short sale negotiation" fees. Additionally, these fees were listed on the Estimated HUD as being paid for by the buyer, not the seller. In at least 8 transactions, the Estimated HUD provided by Respondents to the seller's lender inaccurately identified the fees paid by the seller as "document review" or "title exam" fees. Failure to Specify Fees Inuring to Respondents' Benefit. In at least 5 transactions, the 1.6 Estimated HUD provided to the seller's lender did not disclose any services provided by Respondents. In at least 27 transactions, the Estimated HUD disclosed services for which fees were charged, but did not identify that the fees would inure to Respondents. In at least 7 transactions, the Estimated HUD and Final HUD-1 Settlement Statement (Final HUD) disclosed that all or a portion of the seller's FHA or HAFA incentive was assigned, but did not specify Respondent Alliance as the assignee. Examples of typical fees identified on the Estimated HUD and Final HUD are as follows<sup>1</sup>: 16

Estimated HUD fee(s):	Payable to:	Final HUD fee(s):	Payable to:
• \$1,000 Assignment of FHA seller incentive	Not specified	• \$849.15 Assignment of FHA seller incentive	Not specified
• \$595 Title exam fee	Not specified	• \$595 Title exam fee	ALM
• \$3,050 Mortgage broker fee	Not specified	• \$3,142.95 Broker services	Alliance Short
• \$2,800 Document review fee [both fees "paid" by buyer]	Not specified	["paid" by buyer]	Sales
No fees disclosed		• \$750 Title review fee	Not specified
• Fee either undisclosed or shown as a \$2,475 loan discount fee	"TBD"	• \$2,475 Loss mitigation fee ["paid" by buyer]	ALM
• \$4,400 Mortgage broker fee • \$3,100 Document review fee	Not specified Not specified	• \$7,500 Negotiation fee ["paid" by buyer]	Not specified
[both fees "paid" by buyer]			

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<sup>&</sup>lt;sup>1</sup> Fees listed as paid by seller unless otherwise specified.

STATEMENT OF CHARGES C-13-1205-14-SC01 Alliance Loss Mitigation, LLC and Matthew J. Side, Managing Member

1	from giving a thing of value to any person as an inducement in a transaction in which the licensee has
2	a financial interest. Respondents are also in apparent violation of RCW 19.144.080, which prohibits
3	any person in connection with brokering a residential mortgage loan from directly or indirectly
4	defrauding or materially misleading any lender or engaging in any unfair or deceptive practice,
5	knowingly making any misstatement, misrepresentation, or omission during the mortgage lending
6	process knowing it may be relied on by any party to the mortgage lending process, and receiving
7	something of value in connection with a residential mortgage closing that this person knew resulted
8	from a violation of RCW 19.144.080.
9	2.2 Requirement to Comply with Department Directives. Based on the Factual Allegations set
10	forth in Section I above, Respondents are in apparent violation of RCW 19.146.235 for failing to
11	provide a complete response to the Department's directive.
12	2.3 Requirement to Use Mortgage Broker Name or License Number with Trade Name.
13	Based on the Factual Allegations set forth in Section I above, Respondents are in apparent violation
14	of WAC 208-660-180(9) for only using their trade name on advertisements and disclosures provided
15	to borrowers and lenders.
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24	// STATEMENT OF CHARGES 6 DEPARTMENT OF FINANCIAL INSTITUTIONS
1	CONTRACTOR OF THE PROPERTY OF

## III. AUTHORITY TO IMPOSE SANCTIONS

2	3.1 Authority to Issue an Order to Cease and Desist. Pursuant to RCW 19.146.220(4), the
3	Director may issue orders directing a licensee, its employee, loan originator, independent contractor,
4	agent, or other person subject to the Act to cease and desist from conducting business.
5	3.2 Authority to Revoke License. Pursuant to RCW 19.146.220(2), the Director may revoke
6	licenses for any violation of the Act.
7	3.3 Authority to Prohibit from Industry. Pursuant to RCW 19.146.220(5), the Director may
8	issue orders removing from office or prohibiting from participation in the conduct of the affairs of a
9	licensed mortgage broker, or both, any officer, principal, employee, or loan originator of any licensed
10	mortgage broker or any person subject to licensing under the Act for any violation of RCW
11	19.146.0201(1) through (9) or (13), RCW 19.146.030 through RCW 19.146.080, RCW 19.146.200,
12	RCW 19.146.205(4), or RCW 19.146.265.
13	3.4 Authority to Impose Fine. Pursuant to RCW 19.146.220(2), the Director may impose fines
14	against a licensee or other persons subject to the Act for failure to comply with any directive, order,
15	or subpoena of the Director, or for any other violation of the Act.
16	3.5 Authority to Collect Investigation Fee. Pursuant to RCW 19.146.228(2), WAC 208-660-
17	520(9) & (11), and WAC 208-660-550(4)(a), the Department will charge forty-eight dollars per hour
18	for an examiner's time devoted to an investigation of a licensee or other person subject to the Act.
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24	// STATEMENT OF CHARGES 7 DEPARTMENT OF FINANCIAL INSTITUTION

STATEMENT OF CHARGES C-13-1205-14-SC01 Alliance Loss Mitigation, LLC and Matthew J. Side, Managing Member

IV. NOTICE OF INTENTION TO ENTER ORDE	R
Respondents' violations of the provisions of chapter 19.146 RCW and	l chapter 208-660 WAC
as set forth in the above Factual Allegations, Grounds for Entry of Order, and	Authority to Impose
Sanctions, constitute a basis for the entry of an Order under RCW 19.146.220	), RCW 19.146.221, and
RCW 19.146.223. Therefore, it is the Director's intention to ORDER that:	
4.1 Respondents Alliance Loss Mitigation, LLC and Matthew J. S from engaging in deceptive acts or practices, including but not misrepresenting short sale negotiation fees and withholding do parties with an interest in the short sale transaction.	limited to

- 4.2 Respondent Alliance Loss Mitigation, LLC's license to conduct the business of a mortgage broker be revoked.
- 4.3 Respondent Matthew J. Side's license to conduct the business of a loan originator be revoked.
- 4.4 Respondent Alliance Loss Mitigation, LLC be prohibited from participation in the conduct of the affairs of any mortgage broker subject to licensure by the Director, in any manner, for a period of 5 years.
- 4.5 Respondent Matthew J. Side be prohibited from obtaining any license issued by the Director for a period of 5 years.
- 4.6 Respondents Alliance Loss Mitigation, LLC and Matthew J. Side jointly and severally pay a fine. As of the date of this Statement of Charges, the fine totals \$75,000.
- 4.7 Respondents Alliance Loss Mitigation, LLC and Matthew J. Side jointly and severally pay an investigation fee. As of the date of this Statement of Charges, the investigation fee totals \$2,596.80.
- 4.8 Respondents Alliance Loss Mitigation, LLC and Matthew J. Side jointly and severally maintain records in compliance with the Act and provide the Department with the location of the books, records and other information relating to Respondent Alliance Loss Mitigation, LLC's mortgage broker business, and the name, address and telephone number of the individual responsible for maintenance of such records in compliance with the Act.

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STATEMENT OF CHARGES C-13-1205-14-SC01 Alliance Loss Mitigation, LLC and Matthew J. Side, Managing Member

#### V. AUTHORITY AND PROCEDURE

This Statement of Charges is entered pursuant to the provisions of RCW 19.146.220, RCW 19.146.221, RCW 19.146.223, and RCW 19.146.230, and is subject to the provisions of chapter 34.05 RCW (The Administrative Procedure Act). Respondents may make a written request for a hearing as set forth in the NOTICE OF OPPORTUNITY TO DEFEND AND OPPORTUNITY FOR HEARING accompanying this Statement of Charges.

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Dated this \_\_\_\_\_ day of March, 2014.

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DEBORAH BORTNER

Director

Division of Consumer Services

Department of Financial Institutions

SHANA L. OLIVER Financial Legal Examiner

Approved by:

Presented by:

CHARLES E. CLARK Enforcement Chief

STATEMENT OF CHARGES C-13-1205-14-SC01 Alliance Loss Mitigation, LLC and Matthew J. Side, Managing Member