

FILED

June 3, 2021

(Date)

JREI

Board / Commission

Signature, Executive Officer

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

IN RE:)	
)	CASE NUMBER: 19-239
Michael H. Salkin)	
Broker (B59199000))	COMBINED STATEMENT OF
)	CHARGES, INFORMAL
Berkshire Real Estate)	SETTLEMENT AGREEMENT,
418 S. 166 th St)	AND CONSENT ORDER IN A
Omaha, NE 68118)	DISCIPLINARY CASE
)	
RESPONDENT)	

The Iowa Real Estate Commission (Commission) and **Michael H. Salkin** (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) (2021).

1. The Commission issued the Respondent real estate broker license number B59199000 on February 20, 2008. Respondent's license is current and in full force and effect through December 31, 2022. At all times relevant to this matter, the Respondent was a licensed real estate sole-proprietor broker operating as Berkshire Real Estate, a licensed real estate trade name, license number T05195000, located in Omaha, Nebraska.

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 having disciplinary action taken against him by another licensing jurisdiction in violation of Iowa Code sections 543B.29 and 543B.34 (2019). See 193E Iowa Administrative Code rules 5.11, 18.2(1), 18.14(5)(s).

CIRCUMSTANCES

4. On or about December 11, 2019, the Respondent submitted a Renewal Application for Individual License (Application) electronically to the Commission for renewal of his Iowa real

estate broker license. On the Application, the Respondent answered question 2.2 by stating that a professional licensing authority in Iowa or another jurisdiction had taken disciplinary action against him.

5. In explanation of his response to question 2.2, the Respondent disclosed on the Application that he was the subject of an ongoing disciplinary investigation by the Nebraska Real Estate Commission. Specifically, the Nebraska Real Estate Commission was investigating an allegation that he charged an unapproved commission to a client's credit card.

6. The Nebraska Real Estate Commission subsequently issued an order dated December 27, 2019 disciplining the Respondent's Nebraska broker license. A true and accurate copy of said order is attached as EXHIBIT A. In issuing this order, the Nebraska Real Estate Commission found that the Respondent had demonstrated negligence in his practice as a real estate broker by failing to ensure the closing agent was informed by an approved commission adjustment and by failing to enter into a written and executed modification of the listing agreement to reflect this agreed upon commission modification.

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) (2021).

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) (2021) 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 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 (2021).

CONSENT ORDER

IT IS THEREFORE ORDERED:

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

15. **EDUCATION.** The Respondent shall attend the Commission approved four (4) hour course "Ethics" and the Commission approved eight (8) hour course "Law Update." These hours shall be in addition to any real estate continuing education required by law for license renewal. The original certificates 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 certificates of attendance must come under a cover letter addressed to the Commission's Executive Officer, referencing Case Number 19-239.

16. **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:

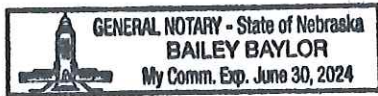
Voluntarily agreed to and accepted by Michael H. Salkin on this 27 day of May, 2021.

[Signature]
By: MICHAEL H. SALKIN, Respondent

State of Nebraska)

County of Douglas)

Signed and sworn to before me on this 27th day of May, 2021, by:



[Signature]
Notary Public, State of Nebraska
Printed Name: Bailey Baylor
My Commission Expires: 06/30/2024

FOR THE COMMISSION:

Voluntarily agreed to and accepted by the IOWA REAL ESTATE COMMISSION on this 3rd day of June, 2021.

[Signature]
DENNIS L. STOLK, Chair
Iowa Real Estate Commission