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BEFORE THE REAL ESTATE COMMISSION STATE OF NEVADA

SHARATH CHANDRA, Administrator, REAL ESTATE DIVISION, DEPARTMENT OF BUSINESS & INDUSTRY, STATE OF NEVADA,

Petitioner,

VS.

ZARBOD ZANGANEH, (B.1000811.LLC),

Respondent.

Case No. 2024-420

FEB 2 7 2025

REAL ESTATE COMMISSION

REVISED STIPULATION AND ORDER FOR SETTLEMENT OF DISCIPLINARY ACTION

This matter came on for hearing before the REAL ESTATE DIVISION OF THE DEPARTMENT OF BUSINESS AND INDUSTRY OF THE STATE OF NEVADA ("Division") during a regularly scheduled meeting agenda, on February 11, 2025 (the "Hearing"). Phil W. Su, Esq., Senior Deputy Attorney General with the Nevada Attorney General's Office, appeared on behalf of the Real Estate Division of the Department of Business and Industry, State of Nevada (the "Division"). RESPONDENT Zarbod Zanganeh (hereinafter, "RESPONDENT") appeared via remote videoconference and was represented by RESPONDENT's counsel, Tye Hanseen, Esq., who also appeared via remote videoconference.

Attorney Su presented a signed stipulation agreement (the "Original Stipulation") between the parties for the Commission's consideration by reciting the factual allegations, alleged violations of law, and terms of settlement as set forth in the proposed stipulation agreement. Attorney Su also noted to the Commission that a further settlement term, that Respondent would not be supervising any licensed salespersons during the period of his license downgrade to broker salesperson, had been inadvertently omitted in this signed copy and requested that the Commission consider clarifying that term in any final, approved order. Attorney Hanseen agreed that the parties had inadvertently omitted that non-supervision settlement term and expressed that his client had no objection to its inclusion.

Commissioner Ruthe motioned for denial of the Original Stipulation as drafted, which was seconded by Commissioner Tina, and passed on unanimous vote. Commissioner Barbee with second by Commissioner Spires, then motioned for an order incorporating terms from the Original Stipulation, but including an additional term that Respondent could not supervise any licensed salesperson during the duration of his license downgrade. That motion passed by unanimous vote and, for good cause appearing, the parties now submit this Revised Stipulation and Order for Settlement of Disciplinary Action, as follows:

RESPONDENT, at all relevant times pertinent to the violations in this Complaint, was actively licensed as a Broker (B.1000811.LLC). RESPONDENT is, therefore, subject to the jurisdiction of the Division and the Commission, and the provisions of NRS chapter 645 and NAC chapter 645.

By entering into this Stipulation, the RESPONDENT does not admit the following factual allegations but agree to waive his right to contest the following alleged violations of law if the Stipulation is approved by the Commission.

SUMMARY OF FACTUAL ALLEGATIONS

AS SET FORTH IN THE COMPLAINT

- At all times relevant to the Complaint, RESPONDENT was licensed as a Broker (license number B.1000811.LLC) with the Division and served as broker of record for Luxe Estates & Lifestyles LLC. NRED0001-0002.
- On or about May 9, 2024, the Division opened an investigation that concerned a jury verdict against RESPONDENT in the Eighth Judicial District Court, Case No. A-21-837532-C, as the result of a civil complaint filed against him. NRED0003-0005.
- 3. The underlying Complaint in Case No. A-21-837532-C alleges that RESPONDENT served as dual agents in the transaction, representing both the buyer and seller of the subject property, 19 Eagles Landing Lane, Las Vegas, NV 89141 (APN: 191-06-711-008) ("subject property"). NRED0010-0012.
- 4. The Complaint further alleges that RESPONDENT incorrectly represented the square footage of the subject property as either 18,787; 16,789; or 16,787 sq. ft of livable space, when, in fact, the true square footage of livable space was 11,167 sq. ft. NRED0013-0014.

- 5. The Complaint alleged causes of action for Breach of Contract; Breach of the Covenant of Good Faith and Fair Dealing; NRS 645.257 statutory violations; Intentional Misrepresentation; Negligent Misrepresentation; Breach of Fiduciary Duty; and Unjust Enrichment, as well as special damages in the form of attorney's fees. NRED0010-0020.
- 6. The April 24, 2024, jury verdict form in Case No. A-21-837532-C, indicated that the jury found, by a preponderance of the evidence, against RESPONDENT and in favor of the plaintiff regarding claims of statutory violations, negligent misrepresentation, and fraud. NRED0004-0005.
- 7. The jury verdict form further indicated that the jury found, by clear and convincing evidence that, for purposes of punitive damages, RESPONDENT was guilty of oppression, fraud, or malice, express or implied. NRED0004-0005.
- 8. RESPONDENT's duties owed form sets forth his obligation towards all parties to "exercise reasonable skill and care with respect to all parties to the real estate transaction." NRED0021.
- 9. RESPONDENT'S advertising of the subject property shows that he represented the livable space to be either 18,787 or 16,789 sq. ft. NRED0022-0026.
- 10. The Assessor record for the subject property indicated approximately 11,787 sq. ft. of livable space. NRED0027-0029.
- On May 20, 2024, attorney for RESPONDENT, Michael R. Hall, Esq., responded to the Division's open investigation letter, explaining why he believed the jury reached an incorrect and improper verdict and asserting that RESPONDENT's actions did not breach any standard of care. NRED0006-0009.
- 12. On August 22, 2024, the Division sent an NRS 233B letter via certified mail indicating that it had obtained sufficient evidence to commence disciplinary charges against RESPONDENT and intended to seek a formal hearing before the Real Estate Commission. NRED029-030.

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¹ Although Attorney Hall's letter indicated that an expert report drafted by Lee Barrett was intended to be attached with the letter, the mail received by the Division did not include any enclosed expert report by Mr. Barrett.

SUMMARY OF ALLEGED VIOLATIONS OF LAW

AS SET FORTH IN THE COMPLAINT

- 1. RESPONDENT violated NRS 645.633(1)(h) pursuant to NAC 645.605(6) when he failed to deal fairly with the buyer of the subject transaction by misrepresenting the square footage of livable space of the subject property.
- 2. RESPONDENT violated NRS 645.633(1)(h) pursuant to NAC 645.605(1) when he failed to do his utmost to protect the public against fraud, misrepresentations and/or unethical practices by misrepresenting the square footage of livable space in RESPONDENT'S advertising of the subject property.
- 3. RESPONDENT violated NRS 645.633(1)(i) pursuant to NAC 645.605(2) when he failed to ascertain all pertinent facts concerning the subject property and misrepresented the square footage of livable space in RESPONDENT'S advertising of the subject property.

PROPOSED SETTLEMENT

By entering into this Stipulation, the RESPONDENT does not admit the above factual allegations but agrees to waive his right to contest the above alleged violations of law if the Stipulation is approved by the Commission. Accordingly, in an effort to avoid the time and expense of litigating these issues before the Commission, as well as any possible further legal appeals from any such decision, and the parties desire to compromise and settle the instant controversy upon the following terms and conditions:

- 1. RESPONDENT ZANGANEH agrees to pay the Division a total amount of FOURTEEN THOUSAND NINE HUNDRED EIGHTY DOLLARS and 04/100 cents (\$14,980.04) ("Amount Due"), consisting of \$12,500.00 in administrative fines imposed by the Division, the Division's pre-hearing costs and fees in the amount of \$360.00, and pre-hearing attorney's fees in the amount of \$2,120.04.
 - a. The Amount Due shall be payable to the Division in twelve monthly installments of \$1,248.37, with first installment due within thirty (30) days of the date of the order approving this settlement. Pre-payment of any amounts owed may be made without penalty.

- b. No grace period is permitted. If any payment is not actually received by the Division in full on or before its due date, it shall be construed as an event of default by RESPONDENT.
- 2. RESPONDENT agrees to take twelve (12) hours of continuing education, consisting of six (6) hours in ethics and six (6) hours in risk reduction. This education shall be completed within six (6) months from the date of the Commission's Order Approving Stipulation. The hours must be live education and will not count toward RESPONDENT'S continuing education requirements for license renewal.
- 3. RESPONDENT agrees to submit to a voluntary downgrade of his broker license, B.1000811.LLC, to a broker-salesperson license, for a period of three (3) years from the date of the order approving this settlement (to run concurrently with the three year voluntary downgrade set forth in the settlement stipulation for Case 2023-959, which is being submitted to the Commission contemporaneously with this stipulation for Case 2024-420). **RESPONDENT shall not supervise any real estate licensee during the duration of the voluntary downgrade.** Upon successful completion of the downgrade period without additional disciplinary action by this Commission, RESPONDENT ZANGANEH may reapply to the Division for reinstatement of the broker license.
- 4. RESPONDENT and the Division agree that by entering into this Stipulation, the Division does not concede any defense or mitigation RESPONDENT may assert and that once this Stipulation is approved and fully performed, the Division will close its file in these matters.
- 5. RESPONDENT agrees and understands that by entering into this Stipulation RESPONDENT is waiving his right to a hearing at which RESPONDENT may present evidence in his defense, his right to a written decision on the merits of the complaint, his rights to reconsideration and/or rehearing, appeal and/or judicial review, and all other rights which may be accorded by the Nevada Administrative Procedure Act, the Nevada Real Estate Brokers and Salespersons statutes and accompanying regulations, and the federal and state Constitutions. RESPONDENT understands that this Agreement and other documentation may be subject to public records laws. The Commission members who review this matter for approval of this Stipulation may be the same members who ultimately hear, consider, and decide the Complaint if this Stipulation is either not approved by the Commission or not

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timely performed by RESPONDENT. RESPONDENT fully understands that he has the right to be represented by legal counsel in this matter at their own expense.

- 6. RESPONDENT shall bear his own attorney's fees and costs.
- 7. Approval of Stipulation. Once executed, this Stipulation will be filed with the Commission and will be placed on the agenda for approval at its next public meeting. The Division will recommend to the Commission approval of the Stipulation. RESPONDENT agrees that the Commission may approve, reject, or suggest amendments to this Stipulation that must be accepted or rejected by RESPONDENT before any amendment may be considered effective.
- 8. Withdrawal of Stipulation. If the Commission rejects this Stipulation or suggests amendments unacceptable to RESPONDENT, RESPONDENT may withdraw from this Stipulation, and the Division may pursue its Complaint before the Commission.
- 9. Stipulation is Not Evidence. Neither this Stipulation nor any statements made concerning this Stipulation may be discussed or introduced into evidence at any hearing on the Complaint, if the Division must ultimately present its case based on the Complaint filed in this matter.
- 10. Release. In consideration of the execution of this Stipulation, RESPONDENT for himself, his heirs, executors, administrators, successors, and assigns, hereby releases, remises, and forever discharges the State of Nevada, the Department of Business and Industry, and the Division, and each of their respective members, agents, employees, and counsel in their individual and representative capacities, from any and all manner of actions, causes of action, suits, debts, judgments, executions, claims, and demands whatsoever, known and unknown, in law or equity, that RESPONDENT ever had, now has, may have, or claim to have against any or all of the persons or entities named in this section, arising out of or by reason of the Division's investigation of this action, this disciplinary action, and all matters related thereto.
- 11. Indemnification. RESPONDENT hereby agrees to indemnify and hold harmless the State of Nevada, the Department of Business and Industry, Petitioner, the Division, and each of their respective members, agents, employees, and counsel, in their individual and representative capacities, against any and all claims, suits, and actions brought against said persons and/or entities by reason of the Division's investigation, this disciplinary action, and all other matters relating thereto, and against any

ORDER APPROVING REVISED STIPULATION Case Nos. 2024-420

This Revised Stipulation for Settlement of Disciplinary Action, having been ordered by the Real Estate Commission, Department of Business and Industry, State of Nevada, during its regular agenda on February 11, 2025, and the Commission being fully apprised in the premises, and good cause appearing,

IT IS ORDERED that the above Revised Stipulation for Settlement of Disciplinary Action is approved in full.

Dated: this 21 day of February 2025.

REAL ESTATE COMMISSION STATE OF NEVADA

By: / / / / / / President, Nevada Real Estate Commission

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