

IN THE SUPERIOR COURT OF THE STATE OF ARIZONA

IN AND FOR THE COUNTY OF MARICOPA

JAN WALLACE and PATRICK	}	
MCNEVIN,	}	
	}	
Plaintiffs,	}	
	}	
vs.	}	NO. CV2005-052145
	}	
DAVID LEEPER and JANE DOE	}	
LEEPER,	}	
	}	
Defendants.	}	
	}	

DEPOSITION OF DAVID BRIAN LEEPER

Phoenix, Arizona
July 27, 2006
9:06 a.m.

Prepared by:
KELLY SUE OGLESBY, RPR
Arizona CR No. 50178
CSR(CA)

Prepared for:
THE COURT
(ORIGINAL)

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1 DEPOSITION of DAVID BRIAN LEEPER, commenced at
2 9:06 a.m. on July 27, 2006, at the Blume Law Firm, P.C.,
3 11801 North Tatum Boulevard, Suite 124, Phoenix, Arizona,
4 before KELLY SUE OGLESBY, Arizona CCR No. 50178.

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A P P E A R A N C E S

FOR PLAINTIFFS:

BLUME LAW FIRM, P.C.
BY: GARY R. BLUME
11801 North Tatum Boulevard
Suite 124
Phoenix, Arizona 85028-1612

FOR DEFENDANTS:

JENNINGS, HAUG & CUNNINGHAM, L.L.P.
BY: CHAD L. SCHEXNAYDER
2800 North Central Avenue
Suite 1800
Phoenix, Arizona 85004-1049

ALSO PRESENT:

Ms. Jan Wallace
Mr. Patrick McNevin

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DAVID BRIAN LEEPER,

called as a witness herein, having been first duly sworn,
was examined and testified as follows:

EXAMINATION

Q. (BY MR. BLUME) Good morning, Mr. Leeper. My
name is Gary Blume. I will be asking questions today.

9 A. Okay.

10 Q. Have you had your deposition taken before?

11 A. Yes.

12 Q. Under what circumstances?

13 A. Working as a Phoenix police officer.

14 Q. Any other times you have had your --

15 A. No.

16 Q. -- deposition taken?

17 Let me go over the ground rules just quickly so

18 we are all kind of on the same page.

19 Kelly will be taking down everything that's

20 said, so it's important that you say things instead of

21 make noises, uh-huh, um-hm, things like that. It's also

22 important that we don't talk at the same time because it's

23 hard for her to take all that down if we do that. And

24 also, if you don't understand a question or if there is

25 one you don't hear, clarify it, ask me about it.

5

1 Do you understand?

2 A. Yes.

3 Q. Good.

4 What's your full name?

5 A. David Brian Leeper.

6 Q. And your address?

7 A. 6260 West Melinda Lane in Glendale, 85308.

8 Q. How long have you been there?

9 A. Four years.

10 Q. Where were you prior to that?

11 A. 22032 North 74th Lane in Glendale, 85308.

12 Q. How long were you there?

13 A. Five years.

14 Q. And the one right before that?

15 A. I don't remember the address.

16 Q. What city?

17 A. Phoenix.

18 Q. Cross streets?

19 A. Beardsley -- no. Excuse me. I-17 and the 101.

20 Excuse me. That would be Rose Garden and the 101.

21 Q. I-17?

22 A. And -- yes.

23 Q. How long were you there?

24 A. A year.

25 Q. Was that a house?

6

1 A. No, it was an apartment. I was going through a

2 divorce.

3 Q. Was 74th Lane a house?

4 A. Yes.

5 Q. As was Melinda?

6 A. Yes.

7 Q. Does anyone else live with you at Melinda now?

8 A. My four daughters.

9 Q. Do you have any other children?

10 A. No.

11 Q. You are not married now?

12 A. No, I am not.

13 Q. And you have an ex-wife?

14 A. Yes.

15 Q. One?

16 A. Two.

17 Q. What are their names, the most recent one?

18 A. Doty or Dorothy Charles.

19 Q. The other one?

20 A. Phyllis Leeper.

21 Q. Does she have a maiden name?

22 A. Barkley.

23 Q. Do they both live around here?

24 A. Yes.

25 Q. As in Phoenix?

7

1 A. Glendale.

2 Q. Glendale.

3 What's your current employment?

4 A. Net Growth Realty, realtor.

5 Q. Prior to that?

6 A. One Source.

7 Q. Prior to that?

8 A. Stanford Lyon.

9 Q. Is it a realty --

10 A. Yes.

11 Q. -- situation?

12 A. Yes.

13 Q. Those three, Net Growth, One Source, and

14 Stanford Lyon, were you a real estate agent at all of
15 those?

16 A. Yes.

17 Q. And you are licensed to sell real estate?

18 A. Yes.

19 Q. Prior to Stanford Lyon?

20 A. About the same, Exit, E-x-i-t, Realty.

21 Q. Prior to that?
22 A. It would be the H.W. Johnson Concrete.
23 Q. Prior to that?
24 A. Phoenix Police Department.
25 Q. All right. I was trying to get back to it.

8

1 When were you a police officer?
2 A. Between 1984 and nineteen -- excuse me -- 1984
3 to 2000. I think it's 2000.
4 Q. And Johnson Concrete, how long were you there?
5 A. It was three months.
6 Q. What were you doing?
7 A. Estimating on jobs.
8 Q. Why did you leave?
9 A. I became a realtor. I needed more money.
10 Q. That was with Exit?
11 A. Yeah, Exit, Stanford Lyon, they are two
12 different -- they are kind of under the same umbrella.
13 Q. How long were you there?
14 A. Eight months.
15 Q. One Source?
16 A. A year and a half.
17 Q. And how long have you been at Net Growth?
18 A. To the present. I am still there. Since then,
19 since the end of the -- I went from One Source to Net
20 Growth and continued till present.
21 Q. So that's probably about -- you were at One
22 Source from 2001 probably to 2003?
23 A. Yes.
24 Q. And then 2003 to the present at Net Growth?

25 A. Yes.

9

1 Q. Why did you leave being a police officer? It
2 looks like you went -- that was a break, a whole different
3 direction.

4 A. I was going through the divorce. I was
5 diagnosed with cancer. I had gotten in an auto accident.
6 I ended up going through the department -- I got some
7 discipline reference my ex-wife through the divorce and I
8 never returned. I never went for the discipline, so they
9 terminated me when I never showed up.

10 Q. So she had a restraining order out?

11 A. No.

12 At that time, yes.

13 Q. Cancer, is that over with? What happened?

14 What's that about?

15 A. It's in a remissive state right now.

16 Q. But you can still function and --

17 A. Uh-huh, yes.

18 Q. -- your cognitive abilities are okay --

19 A. Yes.

20 Q. -- and you can testify?

21 A. Yes.

22 Q. Okay. Do you have any licenses?

23 A. The real estate.

24 Q. Is that the only one?

25 A. Yes.

10

1 Q. Does it have other riders or addendums to it,
2 such as you can sell insurance or annuities --

3 A. No.

4 Q. -- or is it -- you don't have anything like

5 that?

6 A. No.

7 Q. All you do is real estate?

8 A. Yes.

9 Q. The type of real estate license, is it just a

10 sales license?

11 A. Yes.

12 Q. Who is the broker that you work for?

13 A. Greg Loynd.

14 Q. How do you spell that?

15 A. G-r-e-g L-o-y-n-d.

16 Q. And is he the principal or involved with Net

17 Growth Realty?

18 A. Yes.

19 Q. Is Net Growth Realty an Arizona corporation?

20 A. Yes.

21 Q. Let me -- the licenses -- so the only license is

22 a real estate sales agent license that you have?

23 A. Yes.

24 Q. And of course a driver's license I would assume?

25 A. Driver's license.

11

1 Q. But other than that, there is nothing else?

2 A. Well, Net Growth Realty is -- I don't know if

3 it's considered a license or not. We are licensed to do

4 business as Net Growth Realty.

5 Q. Let's talk about Net Growth.

6 Arizona corporation?

7 A. Yes.

8 Q. Who are the shareholders?

9 A. Myself and Greg Loynd.

10 Q. What's the percentage?

11 A. I believe it's 51 and 30.

12 Q. Which way? Who is 51?

13 A. I am.

14 Q. And the other one is 30?

15 A. Yes.

16 Q. What about the other 20 percent?

17 A. They are not -- they are not held by anybody.

18 They are open shares, I believe.

19 Q. Well, is the entity, Net Growth, is it a

20 corporation or an LLC?

21 A. Corporation.

22 Q. It's an Inc.?

23 A. Yes.

24 Q. And is it treated as a subchapter S corporation

25 for tax purposes?

12

1 A. I believe -- yes, I believe so.

2 Q. Are there K-1s that are distributed to you each

3 year? It's a form denoting the profit of the company.

4 A. I would have to discuss with my accountant

5 exactly which is the proper name of the form I receive.

6 Q. The Net Growth corporation is authorized to

7 issue how many shares?

8 A. I don't know.

9 Q. You don't know?

10 Do you know how many are actually issued?

11 A. No.

12 Q. But the only shareholders as we sit here today
13 are yourself and Greg?

14 A. That's correct.

15 Q. Have there been other shareholders at any point
16 in time?

17 A. No.

18 Yes, there was. Excuse me. There was Arthur
19 Shalinski.

20 Q. How do you spell that?

21 A. I don't know.

22 Q. Shalinski?

23 A. Yeah. He is Polish.

24 Q. And what did he do or when was he a shareholder?

25 A. In the very beginning of the company.

13

1 Q. Why did he leave?

2 A. He went his own direction with investment
3 properties.

4 Q. Was he also a real estate agent?

5 A. Yes.

6 Q. Is Greg also a real estate agent?

7 A. Yes.

8 Q. And he also has a broker's license?

9 A. Yes.

10 Q. Are there any other businesses, corporations,
11 LLCs, associations or any kind of entities in which you
12 have an interest?

13 A. No.

14 Q. Are there any of that list -- what I am getting

15 at, there is LLCs, Inc.s, C corps, sub S. Any kind of an
16 entity in which you are an officer or a director?

17 A. No.

18 Q. Just to clarify also, when I ask if you were a
19 shareholder, I don't know if you considered -- I don't
20 know if you have brokerage accounts where you own shares
21 of GE. That's not the kind of company I am thinking
22 about. Well, I guess I am.

23 You have none of those kind of shares?

24 You said you don't own any shares in any
25 corporation, so to me that would mean you have no mutual

14

1 fund or GE stock or anything like that?

2 A. I have, like, a 401(k). Is that what you mean?

3 Q. No, just -- I am excluding those.

4 What I am after there, really, was corporations
5 in which you are more active, not necessarily a public
6 company that you would own stock in, but I didn't want
7 that to be a distinction or I didn't want that to be -- I
8 wanted you to understand the difference, I guess. Because
9 your answer, you said no, and most people have a share of
10 stock in something.

11 A. No.

12 Q. Have you ever heard of a company called Top
13 Soil?

14 A. Yes.

15 Q. What is it?

16 A. It's a company we were starting that --

17 Q. Who is "we"?

18 A. Patrick McNevin, Alan Androz and myself.

19 Q. Did it get formed?

20 A. Yes, we did. We filed the paperwork, and
21 actually I forgot that that was ever even -- we filed with
22 the Corporation Commission, but I don't know if we -- if
23 it's still active or canceled or not. I don't know if --
24 I just know we had -- it never materialized. We never did
25 anything.

15

1 Q. What was it supposed to do?

2 A. It was a partnership to do land investments,
3 property investments.

4 Q. When you say "partnership," did you mean limited
5 liability company?

6 A. Yes.

7 Q. Or was it actually a partnership?

8 A. It was a limited, LLC.

9 Q. And the intent was you were to be a member of
10 that LLC; is that right?

11 A. Yes.

12 Q. But as far as -- I guess what your testimony is,
13 it was filed, but you don't have any other knowledge about
14 it as you sit here?

15 A. Well, it was filed. I don't know if it's active
16 or if we just let it go to the wayside. It never -- it
17 never materialized to do any business.

18 Q. When was it filed?

19 A. I don't recall.

20 Q. In the last ten years?

21 A. In the last year.

22 Q. Oh, within the last year?

23 A. Yes.

24 Q. You said Mr. McNevin, Androz and yourself were
25 involved.

16

1 Were there any other members or managers that
2 have been associated with Top Soil that you know?

3 A. No.

4 Q. Was it actually called Top Soil Properties, LLC?

5 A. Yes.

6 Q. Do you know if it had any contractual
7 relationships with any third parties?

8 A. No. Well, yes.

9 Q. You don't --

10 A. With Charlevoix Homes.

11 Q. And what was the account?

12 A. No contract. It was just that's how Top Soil
13 kind of arrived --

14 Q. You mean that's --

15 A. -- came to be.

16 Q. -- that's where it came into being?

17 A. Well, somewhat. That's where I met Alan Androz
18 and that's where I met Patrick McNevin.

19 Q. That was the first time?

20 A. Yes.

21 Q. I will get to that.

22 Are you a member of or have any interest in any
23 kind of partnerships or limited partnerships?

24 A. Is that a new question --

25 Q. Yeah.

17

1 A. -- or the previous question?

2 Q. It's an extension of the same one. I have tried
3 to add in partnerships and limited partnerships to the
4 breadth of that, and I understand that Top Soil is one
5 that you have already mentioned.

6 Are there any other others?

7 A. Not that I can recall at this time.

8 Q. Is there a chance that there could be, just you
9 don't remember?

10 A. I don't recall there being one.

11 Q. What's your education?

12 A. I have a bachelor's degree in psychology at
13 Arizona State University.

14 Q. Anything else?

15 A. No.

16 Q. High school degree and --

17 A. Yeah.

18 Q. -- a bachelor's?

19 A. That's the highest completion, was a college
20 degree.

21 Q. Have you taken any extended courses or anything
22 specific to real estate?

23 A. Just required with the licensing and continuing
24 education and stuff which is required.

25 Q. You had mentioned that you met McNevin at --

18

1 during this Top Soil time frame?

2 A. No, that's not correct. During doing work with
3 Mike Roberts at Charlevoix Homes.

4 Q. When you say work with him, what do you mean?

5 A. Well, Patrick was an employee for Charlevoix
6 Homes.

7 Q. And you were --

8 A. I brought property to Charlevoix Homes for
9 development.

10 Q. Okay. And then that's the time when you met
11 Mr. McNevin?

12 A. That's correct.

13 Q. About when was that?

14 A. Two years ago.

15 Q. Could you spell Charlevoix for Kelly?

16 A. C-h-a-r-l-v-o -- is it e-x?

17 Q. V-o-i-x.

18 A. Yeah, v-o-i-x. Something like that.

19 MR. BLUME: One of those Canadian-French things,
20 huh?

21 Q. (BY MR. BLUME) The meeting that you had with
22 Mr. McNevin, how did that evolve, your relationship with
23 him?

24 A. What do you mean?

25 Q. Well, from the moment you first met him, how did
19

1 your relationship with him evolve?

2 A. As I brought properties to Charlevoix Homes,
3 Patrick McNevin was involved in the land acquisitions, I
4 guess, with Charlevoix. That was part of his job
5 functions.

6 Q. How many -- do you remember any of the
7 properties that you brought to Charlevoix?

8 A. I can't recall them all, but --

9 Q. Anyone?

10 A. Well, Mike Roberts, being Charlevoix Homes, 92nd
11 Avenue and Happy Valley. I also brought in the buyer of
12 their property on Cottonwood Estates. I brought to him
13 several properties. Citrus and Glendale. I brought
14 them -- well, there is numerous, there is several. 75th
15 Avenue and Thunderbird. I brought them probably the
16 average of 20 to 25 different properties. I mean, just
17 different land.

18 Q. When you say it's an average --

19 A. Well, I am just saying what I would do when I
20 located land, I would contact Mr. Roberts and ask him if
21 these are lands that interested him. Which ones he would
22 end up doing and purchasing was a company decision.

23 Q. Then you would -- how were you paid?

24 A. Usually commission.

25 Q. And who was the payor of that commission?

20

1 A. Usually the seller or sometimes -- which is
2 standard, or Charlevoix Homes.

3 Q. Was this real property that you listed?

4 A. Some of them were and some of them were just
5 stuff I found on LoopNet and RMS, word of mouth.

6 Q. Was there any written arrangement between
7 yourself and Charlevoix?

8 A. No.

9 Q. Were each of the deals that you mentioned, 92nd,
10 Cottonwood, Citrus and 75th, unwritten deals where the
11 property was ultimately purchased by Charlevoix?

12 A. No.

13 Q. Can you delineate between those four as to what
14 happened?

15 A. Cottonwood Estates, I ended up bringing in the
16 buyer, what's called Larry Wilton and co-built. They
17 ended up purchasing Cottonwood Estates. 92nd Avenue and
18 Happy Valley, they ended up purchasing, himself and
19 Mr. Johnson.

20 Q. "They" being Charlevoix?

21 A. Char -- well, Mike Roberts.

22 Q. Roberts?

23 A. Yeah. He is the CEO of the company. They ended
24 up buying 92nd Avenue and Happy Valley.

25 On Citrus and Glendale, Charlevoix was unable to
21

1 come up with the earnest deposit or the ability to close
2 on the property in the time frame, that they did not close
3 that one.

4 At 75th Avenue and Thunderbird, I believe the
5 property wasn't -- the zoning was not an issue or
6 something that they wanted to pursue or the funding wasn't
7 available through Charlevoix Homes.

8 Q. So you received commissions on two of those
9 four, 92nd Avenue and Cottonwood?

10 A. Yes.

11 Q. And you didn't receive any money or proceeds
12 from 75th or from Citrus?

13 A. No.

14 Q. When you were doing the transactions or involved
15 with Charlevoix, were you doing it on behalf of Net
16 Growth, your company?

17 A. Yes.

18 Q. Were there also some transactions that you did
19 as an individual outside of Net Growth?

20 A. No.

21 Q. Everything that you were doing was run through
22 or involved with Net Growth?

23 A. With Charlevoix, yes.

24 Q. Or with any third party when you are out doing
25 your real estate transactions?

22

1 A. No.

2 MR. SCHEXNAYDER: Objection; form.

3 THE WITNESS: I'm sorry.

4 MR. SCHEXNAYDER: No. Go ahead, answer.

5 Q. (BY MR. BLUME) If you can answer. The question
6 is a little muddled.

7 A. Yes. What is the question? I'm sorry.

8 Q. At any time when you were conducting business,
9 did you do it outside of the corporation?

10 A. Yes.

11 Q. In what manner?

12 A. I do personal stuff.

13 Q. So some of the deals or the real estate
14 transactions you would do might be done just in your name,
15 and then some of them would be brought into Net Growth as
16 a company?

17 A. What's your question? I'm sorry. I don't
18 understand the question.

19 Q. I am asking you if that's true or false.

20 So sometimes you did things on your own and you

21 would receive the revenue for that and sometimes you would
22 put them into Net Growth?

23 A. No.

24 Q. No?

25 A. I don't -- that's false the way you stated it.
23

1 Q. Okay. How should I have stated -- describe how
2 your -- where you derive income.

3 A. I derive income from personal deals which I
4 personally am involved in.

5 Q. So David Leeper would find a property, as an
6 example, and would enter into a contract in his own name
7 under his Social Security number and all of those things
8 and would receive the commission for it, or whatever the
9 deal was, separate from the company?

10 A. No.

11 Q. No? Okay. Then clarify it for me.

12 A. Well, if I bought, like, my house, for instance,
13 that's a real estate deal. I would live in the house and
14 I would turn around and sell it after two years. That's a
15 personal deal of mine.

16 Q. True.

17 Is that the only kind of deal that didn't run
18 through the company?

19 A. No.

20 Q. What other deals did not run through the
21 company?

22 A. The deal on Citrus and Glendale.

23 Q. Are there others?

24 A. No.

25 Q. That's all I am trying to find out, is, in

24

1 general, the business that you have, Net Growth, if I look
2 at all of its documents, that will entail all of the
3 business transactions and the sources of your income that
4 occurred, except for your personal residence and Citrus
5 and Glendale?

6 A. The real estate aspect is done through Net
7 Growth Realty. Now, if I have personal deals, like, for
8 instance, 75th -- excuse me -- Buckeye and 107th, I shared
9 the profits, for lack of a better term, the money made
10 from that, and then -- but the real estate was run through
11 the real estate company, the transaction.

12 Q. So some revenue on a deal, the equity --

13 A. As a principal.

14 Q. -- would go just to you; however, the sale of
15 the real estate and the commissions is what goes through
16 Net Growth?

17 A. That's correct.

18 Q. Does Greg also operate similarly?

19 A. Not that I -- no.

20 Q. And how does he run his real estate business?

21 A. He -- he acts as a realtor. He sometimes lists
22 his properties, sometimes represents buyers. He also
23 receives revenue from the company.

24 Q. How?

25 A. Usually it's on a -- but it's not a defined

25

1 percentage of what the company makes as being a broker.

2 Q. So he would -- because he is the managing

3 broker, it's his license, he receives some --

4 A. Compensation.

5 Q. -- compensation for that?

6 A. Yes.

7 Q. The employees -- are there any other employees
8 besides you two of that company?

9 A. No.

10 Q. Secretaries or any part-time help?

11 A. No.

12 Q. Any independent contractors that wouldn't be
13 considered as employees?

14 A. Realtors?

15 Q. Anybody.

16 A. Yeah, realtors work for our office, yes.

17 Q. How many?

18 A. Oh, I think we have eight.

19 Q. What are the gross revenues of the company, at
20 least in 2005?

21 A. I would not know without seeing the tax records
22 or seeing the records. That's what the broker does.

23 Q. Did you file your taxes on time in 2005?

24 A. Yes.

25 Q. Both individual and company?

26

1 A. Yes.

2 Q. How much compensation did you get out of it over
3 the course of 2005?

4 A. I don't recall the exact number.

5 Q. Well, is it a million dollars?

6 A. No.

7 Q. A hundred thousand?

8 A. More.

9 Q. Half a million?

10 A. No.

11 Q. So it's less than half a million, but more than

12 one?

13 A. Yes.

14 Q. More than a hundred thousand?

15 When I said one, I didn't mean one. I meant

16 100,000. So it's between 100,000 and 500,000?

17 A. Yes.

18 Q. Is that a typical year?

19 A. No.

20 Q. It's a bad year, good year?

21 A. It's a good year.

22 Q. Is the market starting to get worse?

23 A. Define "worse."

24 Q. It's not going to make as much money.

25 A. The market?

27

1 Q. Yeah.

2 A. I don't know. I couldn't tell you what the

3 market is -- the aspect of -- what perspective you are

4 coming from.

5 Q. Are you projecting your business to do better or

6 worse this year?

7 A. I -- I don't know yet. I am projecting to do

8 better.

9 Q. Okay. Do you know a person named Bruce Johnson?

10 A. Yes.

11 Q. Tell me about him.

12 A. Childhood friend. I have known him since second
13 grade. We owned boats together and rode horses together,
14 did things together. Best man at my wedding. Long-time
15 friend, business associate. I brought him deals,
16 financial real estate deals, and he closes on the
17 transactions and makes money.

18 Q. Do you still own boats together?

19 A. No. This was when we were kids. Younger years.

20 Q. Do you own horses together?

21 A. We owned our own horses. Do I own a horse
22 today? No. He still has a horse.

23 Q. Are there any assets that you own conjunctively
24 with Mr. Johnson?

25 A. No.

28

1 Q. What's the last deal that you took to him?

2 A. The last deal I took to Johnson, probably Citrus
3 and Glendale.

4 Q. You mentioned Cottonwood Estates as one of the
5 deals that you ran through Charlevoix.

6 Do you believe you were fairly treated on that?

7 A. Yes.

8 Q. Were you the -- did you receive a commission --

9 A. Yes.

10 Q. -- on that?

11 Was that an equitable play also, where you acted
12 as either the buyer or the seller?

13 A. No.

14 Q. Are there transactions on which you actually

15 purchase the real estate and then resell it?

16 A. No.

17 Q. None?

18 A. None.

19 Q. If you never act as the purchaser or the seller
20 of the real estate, how do you participate in an equity
21 play on real estate?

22 A. Well, I -- and I probably shouldn't have said
23 no. I presumed, because you asked me if I put my name
24 down -- it's not my name. The only -- usually
25 transactions I have done like that are with other people

29

1 who were using their equity or their principal are the
2 primary person on contract.

3 Q. Give me an example.

4 A. Like I used Jan Wallace on 107th and Buckeye.

5 Q. Let's analyze that.

6 When you say -- how did that work that it
7 resulted in an equity play?

8 A. Well, I put up the owner's deposit. I located
9 the property. I brought in the buyer. I prepared all the
10 documents, and upon the closing of the transaction, the
11 escrow, I shared the principals with Patrick McNevin and
12 Jan Wallace and myself.

13 Q. Shared the principals?

14 A. The profits.

15 Q. This is 107th and Buckeye. In the example that
16 you just gave me, can we put numbers on that so I have got
17 a feel for the totals?

18 A. Well, I --

19 Q. The purpose -- I'm sorry.

20 A. I'm sorry. I will let you finish your question.

21 Q. The example of 107th and Buckeye, I just wanted
22 to track the contract itself, how it worked and how much
23 money it was that you are talking about.

24 A. I don't remember the exact amounts of what we
25 purchased it for and what we -- excuse me, what I sold it
30

1 for. But the question (sic) to your question, I put
2 \$2,000 of earnest deposit down. While it was in escrow we
3 brought in a secondary buyer by advertising through Net
4 Growth Realty on RMS and we did a simultaneous close.

5 Q. What's a simultaneous close?

6 A. Where it's called -- referred to as a flip where
7 we are buying it for one price and we brought in a buyer
8 at a higher price. The seller receives their agreed
9 selling price, and the second buyer, the excess funds, the
10 additional funds goes to the seller of the property, who
11 is the principal on the contract.

12 Q. Do the seller and the ultimate buyer know each
13 other?

14 A. No.

15 Q. How do you keep them apart?

16 A. That does not need to be disclosed under real --
17 under law.

18 Q. So the real estate laws and the laws of Arizona
19 say that that's okay, I don't have to tell him about it as
20 long -- do I have to keep those as two separate
21 transactions?

22 A. Yes.

23 Q. But it's okay with all -- I mean, they don't
24 care, I suppose.

25 A. I don't know who regulates that law.

31

1 Q. In the case of the 107th and Buckeye, the
2 seller, the original owner that had it, you don't remember
3 who they were, what their name was?

4 A. That was Bruce Johnson.

5 Q. So Johnson owns -- this was -- and then who was
6 the ultimate buyer?

7 A. I don't recall.

8 Q. So Johnson, he owned the property.
9 Well, this is the lifelong friend; right?

10 A. Yes.

11 Q. Did he ever find out that that happened?

12 A. Yes.

13 Q. What did he say?

14 A. Nothing to me.

15 Q. How much was the equity, the difference?

16 A. 50,000.

17 Q. Out of the -- did you also receive a commission
18 for the sale?

19 A. Yes.

20 Q. How much was that?

21 A. I don't recall the exact commission.

22 Q. Charlevoix Land Acquisitions, do you know
23 anything about it?

24 A. Anything, yes.

25 Q. What? Tell me what you know.

32

1 A. Mike Roberts is the CEO. I know the location.
2 I know they build condos and maybe land acquisitions.
3 They do flips.

4 Q. Is there also a Mr. Onsley and White that are
5 involved with that?

6 A. No.

7 Q. Who are the members of Charlevoix Land
8 Acquisition?

9 A. I have no idea.

10 Q. But Mr. Roberts is involved with it?

11 A. Yes.

12 Q. Do they act as a purchaser and a seller of
13 property primarily?

14 A. "They"? Who is "they"?

15 Q. Charlevoix Land Acquisitions.

16 A. Today or did they used to?

17 Q. At any time.

18 A. Yes.

19 Q. Are they still in existence today?

20 A. Yes.

21 Q. Do they still do real estate transactions?

22 A. Yes, as far as I know.

23 Q. The transaction -- well, before I get to that,
24 when was the first time you met Miss Wallace?

25 A. I don't recall.

33

1 Q. Was it about the time that you met Mr. McNevin?

2 A. Thereafter. They were boyfriend and girlfriend.

3 Q. Did they have any business dealings together
4 or -- that you were aware of, or how were they presented

5 to you?

6 A. As boyfriend and girlfriend.

7 Q. That was it?

8 A. Yes.

9 Q. I mean, eventually they ended up doing
10 transactions and deals with you.

11 A. One. Well, I guess two.

12 Q. And what were the two?

13 A. 107th and Buckeye and 75th Avenue and
14 Thunderbird.

15 Q. Okay. On 107th, was there a requirement that a
16 woman be --

17 A. There was one more. There was one in
18 California, too. I'm sorry.

19 Q. What was that?

20 A. Jan Wallace was selling -- had a friend that
21 owned some property in California, some --

22 THE WITNESS: Is something funny, Jan? Am I
23 missing something?

24 MR. BLUME: I'm sorry?

25 THE WITNESS: I'm sorry. Is that Jan?

34

1 Oh, yeah.

2 Her laughing, I was wondering what was funny.

3 MR. SCHEXNAYDER: We are going to have a real
4 short deposition if that gets to be a problem.

5 THE WITNESS: Yes, I would agree.

6 MR. BLUME: Why don't we take a break.

7 MR. SCHEXNAYDER: Actually, let's take a break.

8 It's the coffee, not you.

9 (A recess was taken from 9:43 a.m. to 9:47 a.m.)

10 Q. (BY MR. BLUME) I wanted to talk a little bit
11 about 107th and Buckeye.

12 Was there a requirement, as far as you know,
13 that a woman was required to be part of the transaction?

14 A. No.

15 Q. Was the offering price, or could it have been,
16 \$120,000?

17 A. Yes.

18 Q. Was Jan Wallace involved in the drafting of the
19 documents in any way?

20 A. Not that I recall.

21 Q. Did her name appear on any of the documents?

22 A. Yes.

23 Q. In what capacity?

24 A. As a buyer.

25 Q. That -- as the buyer. You just said she didn't
35

1 have anything to do with the preparation.

2 So in other words -- and I want to ask this as
3 kind of a yes or no -- you prepared all of the documents
4 for her and then did she sign them or was she aware of
5 them or did she review them?

6 MR. SCHEXNAYDER: Objection; form.

7 THE WITNESS: That's three questions.

8 Q. (BY MR. BLUME) Right. Let's start out with the
9 first one.

10 Did she review the documents?

11 A. I don't recall.

12 Q. I just want to get a time frame on this, too.

13 As I understand it, this was about December of
14 '04. Does that sound about right --

15 A. Yes.

16 Q. -- when this was filed?

17 You are not sure if she reviewed them. Do you
18 know if she signed them?

19 A. No, she did not.

20 Q. Could you have signed her name to those?

21 A. Yes.

22 Q. Did you do it with her authority?

23 A. Yes.

24 Q. When did she give you that authority?

25 A. When I advised her and Patrick of the purchasing
36

1 of the property.

2 Q. About when was that?

3 A. At the time of the contract. At the time of the
4 Johnson contract, he stated he wanted 120,000 for the
5 property.

6 Q. Now, prior to that time, what was the
7 understanding of the relationship between the three of
8 you, being yourself, Mr. McNevin and Miss Wallace?

9 A. Well, we did not have a relationship at that
10 time. Jan Wallace, through Patrick -- what I mean by
11 "through Patrick," Patrick advised me that he wanted to
12 start doing land deals himself and get involved with his
13 girlfriend Jan, who was involved with this big company,
14 and wanted to know -- and it was an opportunity for us to
15 make some big money. And what he asked to do, what we
16 needed to do, if I could bring the properties and do what

17 I do for Charlevoix Homes, if I did it through himself and
18 Jan, that we could be principals, wherein Charlevoix I was
19 just receiving commissions.

20 Q. At the time was Mr. McNevin still working for
21 Charlevoix?

22 A. Yes.

23 Q. Wasn't that a problem?

24 A. For who?

25 Q. For him.

37

1 A. I don't know. You have to ask him.

2 Q. I mean, he didn't say anything to you about it

3 or -- that Charlevoix would be unhappy that he would do

4 that? Because it sounds like what you just said is he

5 would be doing the same stuff he was doing at Charlevoix.

6 A. I'm sorry. Was there a question?

7 Q. Is that true, that he would be doing similar

8 functions with this new opportunity with you that he was

9 doing with Charlevoix?

10 A. Well, Charlevoix, for purposes of -- was

11 twofold. They were -- originally main purpose was to buy

12 land for development, and -- which is Charlevoix's primary

13 function, and the change of the real estate market brought

14 in the ability to do flips, which was pretty common, and

15 Patrick wanted to be involved in that aspect of it.

16 Q. You stated there was no relationship, but it

17 sounds like you did something in common on 107th and

18 Buckeye.

19 What were you, then, if there was no

20 relationship between you? Why did you guys do that

21 transaction?

22 A. Because Patrick, through his understanding that
23 Jan controlled this large asset-based company and they
24 would start another company where we would be supposedly
25 principals at some point and receive a million dollars'

38

1 worth of stock as a principal of this subsidiary or
2 however you pronounce it, company that Jan was going to
3 form through this REIT of hers, so Patrick wanted -- or
4 just to show Jan the ability that I could make money and
5 know how to obtain land that could be profitable, I set
6 up, as an example, using my money, locating the property
7 and selling the property, that, you know, I can make money
8 and be a valuable asset to this image or this projected
9 goal of theirs.

10 Q. You have mentioned a real estate investment
11 trust in that answer, I believe, somewhere, REIT, is that
12 right?

13 A. I don't even know the name of the REIT. I don't
14 recall it.

15 Q. But does that mean that part of the arrangement
16 with Miss Wallace and Mr. McNevin was to have a real
17 estate investment trust?

18 A. That agreement that I had was first with
19 Patrick. It wasn't much discussed with Jan.

20 Q. I have never -- in this lawsuit I just haven't
21 heard anything about a real estate investment trust, and
22 when you mentioned that in that answer that you had, I
23 don't know in what context you meant that.

24 Was that just a mistake or was that part of the

25 opportunity they told you they had?

39

1 A. That was the opportunity they told me they had.

2 Q. Okay. So the discussion, it appears, is that
3 there would be some relationship between the three of you
4 that would result in you getting a lot of stock and a
5 bunch of money?

6 A. Correct.

7 Q. And to accomplish that, you were supposed to
8 provide real estate deals that they were going to put into
9 a corporation that was to be a subsidiary of a bigger
10 company?

11 A. Yes.

12 Q. The intent, then, on 107th and Buckeye was to be
13 an example of how that would work?

14 A. Just -- no. The ability that I can make money,
15 that I could -- what I am doing could be profitable.

16 Q. Okay. So in or around December of '04, 107th
17 and Buckeye, through Mr. Johnson, is found, and then
18 you --

19 A. No.

20 Q. No? I'm sorry.

21 A. I'm sorry. I don't mean to interrupt you. Go
22 ahead.

23 Q. Well, no, that's okay. I appreciate it because
24 I want to understand how the transaction evolved.

25 A. Okay. What's your question? I'm sorry.

40

1 Q. How did the transaction evolve from the point
2 that you discovered it until the point that it resulted in

3 commissions being paid and the property being sold?

4 A. It evolved that Mr. Johnson owned the property
5 and told me he wanted to sell it for 120,000, and I told
6 him I can sell it for \$120,000. What I did then was put
7 the contract -- told Patrick about the property and we did
8 a contract for the purchase of \$120,000.

9 Q. And the purchaser was to be Ms. Wallace?

10 A. Not originally, but this is about the same
11 time -- the person I represented before was looking at two
12 or three different properties, and that was one that she
13 was interested in, and that's where I was -- originally
14 used Jan Wallace, because I told Mr. Johnson there was a
15 woman that was interested in the property.

16 Q. Who was first person that --

17 A. I don't remember her name.

18 Q. But it was a woman?

19 A. Yeah.

20 Q. So there was kind of a woman twist on this where
21 you needed to have a woman?

22 A. No.

23 Q. You just said that you told Mr. Johnson that
24 there was a woman involved.

25 A. Yes.

41

1 Q. Well, did you at any time tell either
2 Mr. McNevin or Miss Wallace that a woman needed to be
3 named in this transaction?

4 A. No. It was just -- what I told them, that there
5 was a woman that I represented buying property, and if we
6 wanted to do that deal, we could, and I would just use

7 Jan's name.

8 Q. Is this a separate deal or the 107th and
9 Buckeye?

10 A. The 107th and Buckeye.

11 Q. So was there a requirement in the mind of
12 Mr. Johnson that a woman was going to be the ultimate
13 purchaser of this property?

14 A. No.

15 Q. Did you feel that you had to consistently have a
16 woman as the purchaser of the property in order to keep
17 Mr. Johnson happy?

18 A. No.

19 Q. Were you fearful that if you didn't use a woman
20 in the transaction, Mr. Johnson might be upset that you
21 were doing a flip or doing something else?

22 A. No.

23 Q. So the contract was put together for the sale of
24 the property from Mr. Johnson to Miss Wallace for
25 \$120,000?

42

1 A. Yes.

2 Q. At the same time did you find another buyer of
3 the property for \$200,000?

4 A. No.

5 Q. At the time that the contract was entered into
6 for the purchase of the property for \$120,000 by
7 Ms. Wallace, did you sign her name to that purchase
8 contract?

9 A. I believe so.

10 Q. Once the purchase was complete and the 120 --

11 well, what happened next? Did the purchase for \$120,000
12 get completed?

13 A. On a flip, yes.

14 Q. Who was then the flip? How did the flip work?

15 A. The flip worked that the title company -- you
16 know, I don't recall exactly how the distribution of the
17 funds works.

18 Q. Well, do you recall the ultimate purchaser, how
19 much they paid for it?

20 A. I believe there was \$50,000 earned, so I believe
21 it was around 170. I could be wrong.

22 Q. All right. At the time that the flip occurred,
23 was there an understanding in place that you were to find
24 properties, Jan, Miss Wallace, was to provide the money,
25 and Mr. McNevin was to provide the administration?

43

1 A. No.

2 Q. What was the understanding between the three of
3 you as to how that -- only 107th and Buckeye, how that
4 transaction would work?

5 A. The understanding was that I located the
6 property through Johnson, I put up the earnest deposit, I
7 prepared the contracts, I advertised for the resale of the
8 property, I brought in the new buyer, and when the
9 transaction closed I split the proceeds with Jan Wallace
10 and Patrick McNevin and myself. Net Growth Realty
11 received a commission.

12 Q. Why? It doesn't sound like they are doing
13 anything.

14 A. That's correct. That was to authenticate that I

15 have the ability to make money.

16 Q. Which then resulted in the formation of this .
17 company, the subsidiary you are talking about?

18 A. No.

19 Q. Was it ever formed?

20 A. No.

21 Q. Do you know what it was supposed to be called?

22 A. WIP. Western Investment Properties.

23 Q. And what was your understanding of the function
24 of Western Investment Properties?

25 A. They had a --

44

1 Q. Is "they" Mr. McNevin and Jan Wallace?

2 A. Well, WIP was a part of this REIT or this bigger
3 company who would basically bring in the financial
4 abilities to close on these properties and do developments
5 of real estate. And this was -- this WIP was the function
6 that would locate the property or would find the real
7 estate deals or control the real estate deals. Basically
8 WIP was going to flip the properties to the bigger
9 company.

10 Q. So the bigger company ends up being the buyer?

11 A. No, being what Jan controlled as the CEO.

12 Q. And then eventually WIP becomes a part of the
13 bigger company with the issuance of stock?

14 A. Right. Correct.

15 Q. And then you end up being a stockholder in a
16 bigger company?

17 A. Yes.

18 Q. But you still keep doing the real estate things

19 and the subsidiary?

20 A. Yeah. WIP was separate from Net Growth Realty.

21 It was separate from Top Soil property. It was separate

22 from Dave Leeper. WIP was going to be basically under

23 Jan's control and Jan's business.

24 Q. Weren't you to be a shareholder in WIP?

25 A. It was -- we discussed it.

45

1 Q. Was that the plan?

2 A. I suppose.

3 Q. But they never formed it and you didn't become a

4 member in it or --

5 A. No.

6 Q. -- a shareholder?

7 A. Never became any part of it.

8 Q. The proceeds, you had mentioned \$50,000 on 107th

9 and Buckeye?

10 A. Yes.

11 Q. Was that the amount of gross proceeds that were

12 received by all three of you?

13 A. Gross proceeds, that was after commissions.

14 That was the proceeds after the sale.

15 Q. That was the amount that was supposed to be cut

16 up three ways?

17 A. Correct.

18 Q. What actually happened to that money?

19 A. Well, I gave a check to Patrick McNevin, I gave

20 a check to Jan Wallace, and I received my third. I think

21 there was around \$17,000 apiece -- whatever the math comes

22 out to -- some odd change.

23 Q. Was that money then moved into another deal or
24 was it used for something or what happened?

25 A. Well, not that particular money. They provided
46

1 me back with funds for the three of us to go into equal
2 shares into an earnest -- I mean, to an earnest deposit on
3 75th Avenue and Thunderbird.

4 Q. How much did they give you back?

5 A. The same amount, 17,000 and odd change. It came
6 to \$50,000 earnest deposit.

7 Q. At that moment was there a relationship between
8 you three, was there a partnership, was there a contract,
9 or what was your --

10 A. No partnership, no contract agreements, nothing
11 written. It was basically the free money you talked about
12 that they received, it was taking that free money and
13 making more money.

14 Q. And did you also put in your \$16,000?

15 A. 17, yes.

16 Q. So there is a total of roughly \$50,000 again --

17 A. Yes.

18 Q. -- that was going to go into 75th and
19 Thunderbird --

20 A. Yes.

21 Q. -- was the idea?

22 A. Yes.

23 Q. Tell me about 75th and Thunderbird.

24 A. It's a piece of property that was brought to me
25 for sale. The land, I don't remember how many acres it
47

1 was.

2 Q. From who?

3 A. That was through -- actually through a church
4 who introduced me to Mark Hughes, who we ended up being --
5 he was -- represented the seller.

6 Q. Was that the first time you met Mark Hughes?

7 A. I don't recall.

8 Q. Had you done any other transactions with him to
9 that point?

10 A. I don't recall.

11 Q. Could you have?

12 A. Yes.

13 Q. He is an attorney, isn't he?

14 A. Yes.

15 Q. Does he also participate and do equity plays and
16 flips?

17 A. Yes.

18 Q. Does he have a real estate license?

19 A. No.

20 Q. Does he rely on a particular broker or agent to
21 do most of his transactions?

22 A. I would not know.

23 Q. Have you worked with him since?

24 A. Yes.

25 Q. The transaction that you were involved with him
48

1 on was 75th and Thunderbird.

2 Can you name the other transactions that you
3 have been involved with Mark Hughes?

4 A. Citrus and Glendale. Grand and Jomax.

5 Q. Is that one thing or two?

6 A. Two. They are separate.

7 Q. So there is a Grand project and there is a Jomax
8 project?

9 A. Yes.

10 Q. Anything else?

11 A. I don't -- I don't believe so. I can't recall
12 at this time.

13 Q. Did you receive commissions from all three of
14 those deals?

15 A. Commissions, no.

16 Q. An equity play or some kind of compensation from
17 those?

18 A. Just Citrus and Glendale.

19 Q. But you received nothing for Grand and nothing
20 for Jomax?

21 A. No.

22 Q. Why not?

23 A. Well, because they never closed. 75th Avenue
24 and Thunderbird and -- Jomax and Grand is one property.
25 Jomax and Grand is one property. 100 -- 75th and

49

1 Thunderbird is a separate property.

2 Q. So Grand and Jomax aren't two things, they are
3 one?

4 A. Yes. That's cross streets, Jomax and Grand.

5 Q. I thought you said earlier there were two
6 different projects.

7 A. 75th and Thunderbird.

8 Q. Is one.

9 A. Grand in Glendale is two, and Jomax is three.

10 Q. And you received not a commission, but a
11 money -- an equity participation in 75th and in Citrus,
12 but not in Jomax and Grand?

13 A. Correct.

14 MR. SCHEKNAYDER: Objection; form.

15 Q. (BY MR. BLUME) How much did you receive for
16 Citrus?

17 A. I believe it was 120,000.

18 Q. The checks that you received back from
19 Mr. McNevin and Miss Wallace, the \$17,000 plus your
20 17,000, what did you do with it?

21 A. Those were money that we -- I deposited them and
22 I did one \$50,000 check from my account as an earnest
23 deposit for 75th Avenue and Thunderbird.

24 Q. When you say your account, do you mean --

25 A. Personal account.

50

1 Q. -- your personal bank account?

2 A. Yes.

3 Q. When was it deposited and when was the other
4 check issued?

5 A. I believe the same day.

6 Q. Do you know about when?

7 A. No, I don't recall.

8 Q. What's the bank?

9 A. Arizona Federal Credit Union.

10 Q. The check that went out, you said it was written
11 to the title company?

12 A. Yes.

13 Q. Which one?
14 A. I don't recall.
15 Q. Do you know somebody named Peter Richman?
16 A. Not off the top of my head.
17 Q. Have you ever heard the name?
18 A. Could have.
19 Q. At the same time the 75th and Thunderbird
20 transaction was happening, wasn't there also a transaction
21 with Citrus and Glendale?
22 A. I don't recall the time frame.
23 Q. Were there to be -- or strike.
24 Were you to take any of these projects to
25 Charlevoix Land or did you?

51

1 A. I believe all of them were.
2 Q. And then how did -- let's take 75th and
3 Thunderbird. What happened on that project?
4 A. I have several subjects that buy land, or
5 potential investors. I bring all of my deals to several
6 people, and whoever performed or was interested -- that's
7 what realtors do -- would do the deal through me.
8 Q. Then on -- so you would present it to
9 Mr. Roberts?
10 A. Yes.
11 Q. As an example, I assume he is your main contact
12 there?
13 A. Yes.
14 Q. Was Western Investment Properties ever to be
15 involved in Citrus and Glendale?
16 A. No.

17 Q. Were they to be involved in the 75th and
18 Thunderbird property?

19 A. No.

20 Q. Were there ever properties that were identified
21 by either yourself or Mr. McNevin and Miss Wallace that
22 were to be part of WIP?

23 A. No.

24 Q. Do you recall a meeting on March 6th of 2005
25 where yourself, Miss Wallace and Mr. McNevin met together
52

1 to discuss Western Investment Properties?

2 A. I don't recall that date, no.

3 Q. Do you recall that there was a meeting at some
4 time to discuss that early in 2005?

5 A. Yes.

6 Q. Do you remember the substance of what the
7 discussion was about?

8 A. On that particular date, no.

9 Q. Were there any minutes or notes that were taken
10 during that meeting as far as you know?

11 A. No.

12 Q. Could Citrus and Glendale and 75th and
13 Thunderbird, along with Jomax and Grand and an
14 unidentified 80-acre parcel next to Cardinal Stadium and a
15 Moon Valley property at 17th and Thunderbird and
16 13.7 acres near Cardinal Stadium have been discussed as
17 potential opportunities for Western Investment Properties?

18 A. Could they have been discussed? Yes.

19 Q. Was there ever an intent that any of those
20 properties would be placed into Western Investment

21 Properties and developed?

22 MR. SCHEXNAYDER: Objection; form.

23 Q. (BY MR. BLUME) Was there any discussion as far

24 as you remember?

25 A. WIP was never formed.

53

1 Q. Right.

2 A. There was never an entity.

3 Q. I understand. But was there ever a discussion

4 that those projects would be put into an entity called

5 Western Investment Partners?

6 A. I don't recall.

7 Q. At the time of the 75th and Thunderbird project,

8 the relationship with McNevin and Wallace, what was it?

9 A. That I would bring in a buyer through the real

10 estate and that we would split the principals and Net

11 Growth would get the commission.

12 Q. Is that in fact what happened on 75th and

13 Thunderbird?

14 A. No.

15 Q. What did happen?

16 A. Jan canceled the contract and kept the \$50,000

17 for herself and actually -- and reopened a new contract

18 directly with my buyer.

19 Q. Who was your buyer?

20 A. I don't remember their entity. It was a buyer

21 gone through real -- represented by a realtor. I don't

22 remember her name at this time.

23 Q. Let's talk about Citrus and Glendale. Do you

24 recall that deal --

25 A. Yes.

54

1 Q. -- in general?

2 Was the idea on the Citrus and Glendale that it
3 would be involving Charlevoix Land Acquisitions?

4 A. I don't understand the question.

5 Q. How did Citrus and Glendale come into being as a
6 project? Did you discover it?

7 A. Yes.

8 Q. Tell me about it.

9 A. It was just one of probably 50 deals at the time
10 that was available or maybe 100 deals that are available
11 through -- to me, and I presented it to several people.

12 Q. Was it a 40-acre parcel?

13 A. 39 and a quarter, yes.

14 Q. And was the sale price for it about 2.9 million
15 or that's the area or the amount of value that was roughly
16 attributed to that?

17 A. I don't recall.

18 Q. Was there a -- this -- the transaction time of
19 the deal, when the deal was first presented, who was going
20 to do it?

21 A. Mark Hughes.

22 Q. So Mark Hughes was involved. Was he the
23 representative of the seller?

24 A. Yes.

25 Q. Could the seller have been somebody named

55

1 Christy?

2 A. Yes.

3 Q. Is that a human or is that a corporation or --

4 A. It's two dentists -- or one dentist, I guess.

5 Excuse me.

6 Q. Was this another situation where there was going
7 to be a double escrow on this and then ultimately it was
8 going to be sold to another person?

9 A. Yes.

10 Q. Was the ultimate purchaser on this Mr. Johnson?

11 A. Yes.

12 Q. Had you ever mentioned or did you state to
13 anybody, particularly Mr. McNevin or Miss Wallace, that
14 there were some problems on this transaction with the
15 owners of the land, the Christys, and that the deal was
16 perhaps not going to go through?

17 A. A possibility. I don't recall the conversation.

18 Q. How did the deal evolve?

19 A. The deal was involved in a legal dispute for a
20 couple of years.

21 Q. Between whom?

22 A. Christys and a partner or someone involved with
23 the Christys. Mark Hughes was the attorney involved in
24 the deal, and that would -- that could be the problem, if
25 we could ever get through the litigation.

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1 Q. So the legal issues involved a family trust or
2 did it involve the Christys or Hughes or do you know?

3 A. It did not involve Hughes. It involved the
4 Christys and their dealings with the property.

5 Q. Did you ever see any documentation, any
6 verification that there was any kind of a dispute?

7 A. No.

8 Q. Was the sale price originally to be
9 \$3.2 million?

10 A. I don't recall. To who?

11 Q. To CLA.

12 A. I don't recall.

13 Q. Was there to be, then, a 3.8 flip on it that was
14 going to happen -- or the numbers that I have been told
15 were that there was a \$600,000 profit that was built into
16 it on the equity on a similar transaction to what you did,
17 and another buyer was found for \$4.9 million by CLA.

18 Does that ring a bell?

19 A. Possibly. I don't remember the numbers or who
20 the buyer was.

21 Q. Well, at some time this deal was presented to
22 CLA?

23 A. Yes.

24 Q. Why didn't they do it?

25 A. They didn't put up the earnest deposit.

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1 Q. What were they required to put up for an earnest
2 deposit?

3 A. That would be negotiable under contract.

4 Q. Do you remember what it was in this case?

5 A. No.

6 Q. Could it have been \$100,000?

7 A. Yes.

8 Q. Did you put together the paperwork on the
9 original contract similar to the one that you did with the
10 first transaction with Wallace and McNevin?

11 A. First contract to what? I don't understand the
12 question.

13 Q. This deal, did you do the paperwork in a similar
14 fashion to what you had done before where you signed
15 Miss Wallace's name?

16 A. No.

17 Q. You didn't?

18 A. No.

19 Q. So you didn't do the paperwork?

20 A. I don't -- I never presented the deal, I don't
21 believe, with \$100,000 earnest deposit with Jan Wallace's
22 name on it.

23 Q. Right. But did you present a deal to CLA?

24 A. I don't -- I may have. I don't recall.

25 Q. And do you recall why CLA couldn't pay the
58

1 \$100,000?

2 A. I presume -- no. I presume they just didn't
3 have the funds to close the deal.

4 Q. Was there a time frame under which they had to
5 come up with \$100,000?

6 A. For CLA, I don't recall what the time frame --
7 if there was a time frame. I mean, like any deal, it was
8 going to be whoever puts up the earnest deposit will get
9 the deal.

10 Q. Did you then inform CLA and Mr. McNevin and
11 Wallace that the deal was off, that it wasn't going to
12 happen?

13 MR. SCHEXNAYDER: Objection; form.

14 THE WITNESS: I don't understand the question.

15 Q. (BY MR. BLUME) They appear to have been
16 presented with an opportunity, that there was a Citrus and
17 Grand --

18 A. Who is "they"?

19 Q. CLA was presented with an opportunity, and you
20 just testified that it didn't happen, that you didn't
21 write any paperwork up, but they didn't pay \$100,000 of
22 earnest money so the deal was off with them.

23 Is that accurate?

24 A. I don't recall if -- they might have put the
25 100,000 in. I don't recall if -- I just know that they
59

1 were not going to close on the deal. They either withdrew
2 from the contract or -- I don't recall the circumstances
3 of Charlevoix's involvement on that particular
4 transaction.

5 Q. Was there ever a lis pendens filed against this
6 property?

7 A. I don't know.

8 Q. Did you ever file one?

9 A. No.

10 Q. Did this property ultimately get sold?

11 A. Yes.

12 Q. And did you receive the \$120,000 commission from
13 Mr. Hughes on it?

14 A. No.

15 Q. Who did you receive a commission from?

16 A. I did not receive a commission.

17 Q. Who did you receive an equity play from?

18 A. Mark Hughes.

19 Q. How much?

20 A. 120,000.

21 Q. What were the terms of your deal with

22 Mr. Hughes?

23 A. The terms of the deal with Mr. Hughes is that

24 Net Growth Realty was to get a commission and what

25 Mr. Hughes was going to make was not disclosed to me.

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1 Q. So Net Growth was going to get a commission?

2 A. Originally, yes.

3 Q. Did it?

4 A. No.

5 Q. What were the terms under which the 120,000 was
6 given to you?

7 A. On the table, under the circumstances,

8 Mr. Johnson saw that Net Growth Realty was to receive

9 \$200,000 from the transaction and refused to let that

10 happen and so he withdrew the \$200,000 from the purchase
11 price.

12 Q. So he saw the flip?

13 A. No. He saw the \$200,000 to Net Growth Realty.

14 Q. Why did that make him unhappy?

15 A. I don't know.

16 Q. Well, now I am a little confused.

17 There was an arrangement to sell this to

18 Mr. Johnson for how much?

19 A. 4 million.

20 Q. And he was unhappy because Net Growth was going
21 to get \$200,000?

22 A. Yes.

23 Q. But you are not sure why he was unhappy?

24 A. No.

25 Q. So you reduced the sale price to 300 --

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1 3.8 million?

2 A. Yes.

3 Q. Just because he said I'm unhappy?

4 A. Yes.

5 Q. The \$120,000 that you received, where did it
6 come from and how did you calculate it?

7 A. It came from Mark Hughes.

8 Q. How was it calculated?

9 A. Mark Hughes stated that he had a partner, Tom
10 Keck, I believe is his name, that was a realtor that was
11 involved in the transaction. And at the table I told Mark
12 Hughes that under the circumstance of Johnson's position,
13 that I would -- would require half of what he was going to
14 make to be split with me for bringing Johnson in.

15 Q. And so you ended up, you and Hughes, getting
16 240,000 and he gave half of that to you?

17 A. No.

18 Q. What happened?

19 A. He paid Tom Keck some money. I do not know what
20 Mr. Hughes made. It came up that he agreed to pay me the
21 120 or 123,000, whatever the amount was.

22 Q. "He" being Hughes?

23 A. Hughes.

24 And I told him that I would need the check
25 there, I mean, that day. I did not want to end up being

62

1 in a legal battle with Hughes.

2 Q. It sounds like you said that it already was a
3 legal battle and that there was an unhappy Johnson who you
4 gave \$200,000 to.

5 A. I never said that.

6 Q. I'm sorry. Correct me. What did you say?

7 A. I never said it was a legal battle.

8 Q. You said there were legal problems; is that
9 right?

10 A. Legal -- no, I don't recall that, either.

11 Q. Christys and the lis pendens as a problem, and a
12 problem with the owners of the land.

13 Do you recall saying that?

14 A. A lis pendens by Christy?

15 Q. By anybody.

16 A. I don't recall saying that, no.

17 Q. Do you recall that there were any legal problems
18 associated with Citrus and Glendale or the Christys or
19 lis pendens?

20 A. The legal problems existed -- as I repeated, I
21 believe I stated that Mark Hughes was the attorney, an
22 attorney, maybe involved, maybe not, referenced in the
23 Christys property. This was a property that was like two
24 years of litigation on a previous problem they had
25 legally, and that's the only legal problems I knew. That

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1 was prior -- that was coming to an end and that's why it
2 was able to be sold, because they had reached an
3 agreement.

4 Q. Did you believe that the Citrus and Glendale

5 real estate project should have been involved with WIP?

6 A. No.

7 Q. Did you believe that Mr. McNevin or Miss Wallace
8 had any interest at all in that transaction?

9 A. Yeah.

10 Q. Why didn't they receive any of the monies?

11 A. Same reason Charlevoix wouldn't or anybody else.
12 If they are unable to come up with the earnest deposit or
13 close the transaction, they are not entitled to the money.
14 There is no agreements, no written contracts, no
15 agreements or any relationship with Patrick McNevin or
16 Janice or myself, or Jan Wallace.

17 Q. You said there was a relationship they had with
18 the Citrus and Glendale project. What was it?

19 A. The relationship is in conversation with
20 Charlevoix Homes, which Patrick is a part of and was aware
21 that that was a property for sale, like 50 other
22 properties for sale and available.

23 Q. So they didn't have any interest in it?

24 A. They may have if they could close and buy the
25 property, absolutely. The same as Charlevoix Homes or
64

1 anybody.

2 Q. At this point did you have a relationship with
3 them as a member or partner, as a participant in WIP, or
4 was there any --

5 A. No.

6 Q. So you were now just three individuals -- well,
7 you had always been -- it sounds like that there was never
8 a partnership, corporation or any other kind of

9 relationship between the three of you that was
10 established.

11 A. No -- that's correct. Nothing was ever
12 established.

13 Q. Ever?

14 A. Ever.

15 Q. Do you recall going to Miss Wallace's house
16 prior to the Citrus and Glendale deal ultimately being
17 removed from CLA and saying that there was a problem with
18 it and that they had to do something under a deadline?

19 MR. SCHEKNAYDER: Objection; form.

20 THE WITNESS: I don't recall anything like that.

21 Q. (BY MR. BLUME) Do you recall ever going to her
22 house late in the evening and discussing the Citrus and
23 Glendale project?

24 A. No.

25 Q. Is it possible that the amount that was paid
65

1 that you had testified was \$200,000 was really \$300,000?

2 A. I'm sorry. What are you referring to?

3 Q. You said that there was \$200,000 that
4 Mr. Johnson took off of the purchase price.

5 A. There is only 200,000.

6 Q. It was? You don't recall it being 3?

7 A. No.

8 Q. The timing on this as to when the Citrus project
9 was occurring, was it about March of 2005?

10 A. Could have been, yes.

11 Q. Do you recall at any time that Ms. Wallace and
12 Mr. McNevin were asking you where the \$50,000 was and what

13 it was being applied to that was put together when you
14 three pulled the \$17,000 each?

15 A. I'm sorry. What's the question? I'm sorry.

16 Q. You testified that the three of you put together
17 \$17,000 and you wrote a check.

18 A. Yes.

19 Q. You flipped that over, you turned that 17 each
20 into a \$50,000 check that went for the purchase of 75th
21 and Thunderbird.

22 A. Yes.

23 Q. What happened -- and that should have been in
24 about April or March of 2005; is that right?

25 A. Yes, it could have been around that time.

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1 Q. What then happened from that moment on? Who did
2 you give the money to?

3 A. The title company.

4 Q. And then what did they do?

5 A. Opened escrow.

6 Q. On that property?

7 A. Yes.

8 Q. Then what happens?

9 A. Then what happens is we -- we went into escrow.
10 I advertised the property, obtained a different buyer to
11 do a flip on the property.

12 Q. Who was the different buyer?

13 A. I don't remember their name.

14 Q. Who was the original buyer?

15 A. You mean Jan Wallace, was Jan Wallace's name on
16 the contract? Yes.

17 Q. Was she to be the buyer?

18 A. On paper, the name, we used her name again.

19 Q. Okay. Did you provide documents to Mr. McNevin
20 and to Miss Wallace about this transaction?

21 A. Yes.

22 Q. Why?

23 A. Because they didn't put in their \$17,000 and
24 this was a property that we were going to make money off
25 of.

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1 Q. But there was no relationship that you had with
2 them at this point?

3 A. The relationship came from 107th Avenue and
4 Buckeye where I made them money and we took the money we
5 made and put it into the next project. That's the
6 relationship.

7 Q. So there was an understanding?

8 A. On that particular property, that, yes, we were
9 going to split the proceeds, that -- from my efforts on
10 that piece of property, yes.

11 Q. Are you speaking of 75th now?

12 A. Yes.

13 Q. But there was not that same understanding with
14 Citrus?

15 A. No.

16 Q. There would have been that understanding had
17 Charlevoix made their \$100,000 payment, though; is that
18 right?

19 A. But not with Jan and Patrick. It would have
20 been through Charlevoix Homes and Net Growth Realty.

21 Q. So there would have been no involvement of the
22 three of you; that was strictly a Charlevoix land deal?

23 A. Charlevoix's deals were done through -- would
24 have been through Top Soil, which would have been Patrick
25 McNevin, Alan Androz and myself. We excluded Jan.

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1 Q. On the Citrus deal?

2 A. No. On Top Soil Property deals.

3 Q. So Top Soil was doing Citrus?

4 A. No.

5 Q. Charlevoix Homes?

6 A. If Charlevoix Homes would have done it, it would
7 have gone through Top Soil.

8 Q. But I thought that's who this was presented to.

9 A. It was presented to many people.

10 Q. Right.

11 But Charlevoix was the one that failed to
12 perform by putting in the \$100,000?

13 A. Many people did. I don't recall if Charlevoix
14 failed or not. It was presented to them, but that was
15 common practice for me.

16 Q. Well, was there an original sales contract that
17 was to provide that the property would be sold for
18 \$3.8 million to Charlevoix?

19 A. Could have been.

20 Q. Did then Charlevoix find somebody? Do you
21 recall a person in that transaction named Connie?

22 A. I don't recall what role Connie played in that
23 transaction.

24 Q. Did Charlevoix then find somebody else to buy

25 the property for \$4.9 million?

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1 A. They may have.

2 Q. Did they ever tell you about that?

3 A. They may have.

4 Q. When they told you that, did you become upset
5 and encourage Mr. McNevin to crater the deal and go around
6 Charlevoix?

7 A. No.

8 Q. You never said anything like that?

9 A. I don't recall ever what involvement Connie
10 had in it, so how can I go to the next step and result
11 from something I don't recall.

12 Q. Well, if you -- you said that you might recall
13 that there was a person ready to buy it for \$4.9 million
14 from Charlevoix.

15 A. I don't -- I said I don't recall that, if they
16 did or they didn't.

17 Q. The point there was -- was that if there was a
18 flip in place, you guys would make \$600,000 doing the
19 normal routine that you did?

20 A. Who is "you guys"? I don't understand the
21 question.

22 Q. "You" being yourself, and perhaps Mr. McNevin
23 and Miss Wallace, or whoever was ultimately proposing to
24 do the Citrus deal. But when you found out that there was
25 a bigger buyer at 4.9, you were perhaps thinking I should

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1 do that and sell it -- instead of for 3.8, I could sell it
2 for 4.9. All I have to do is get Charlevoix out of the

3 deal, run this somewhere else, and then I can make the
4 extra million dollar profit.

5 MR. SCHEXNAYDER: Object.

6 Q. (BY MR. BLUME) Was that ever a discussion that
7 you had with Mr. McNevin?

8 A. I don't recall that at all, no.

9 Q. You don't recall having it or you don't recall
10 that --

11 A. I don't recall having it.

12 Q. Back to the 75th -- I just want to call it the
13 75th project --

14 A. That's fine.

15 Q. -- where the \$50,000 went.

16 And ultimately in late May or early June -- is
17 that when this transaction ultimately happened? Do you
18 recall the timing on it?

19 A. The transaction at 75th?

20 Q. Yes.

21 A. I don't recall when that happened.

22 When we opened the escrow you mean?

23 Q. Yes. Well, no. When it closed.

24 A. It never closed, as far as my knowledge is.

25 Q. Right now as we sit here, it's still open?

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1 A. I wouldn't know.

2 Q. Have you called anybody to determine the status
3 of it?

4 A. No.

5 Q. Was Mr. Johnson involved in this?

6 A. No.

7 Q. Do you recall a meeting at any time with an
8 attorney from California named Clare, Miss Wallace,
9 Mr. McNevin, Aunspach -- I think that's how you say
10 that -- Auchspach, a principal of CLA, and a person named
11 Shay?

12 A. "Principal of CLA," what does that mean?

13 Q. Somebody that has authority with CLA.

14 A. Who would that be?

15 Q. His name is Auchspach. Auchenbach. Do you
16 remember a man named Auchenbach at all?

17 A. I don't remember that name at all.

18 Q. Never heard of that?

19 How about Mr. Androz?

20 A. Yes.

21 Q. Could he have been involved in a meeting
22 where -- do you recall an early -- a late May, early June
23 meeting to discuss 75th?

24 A. I don't recall that, having a meeting for that
25 particular purpose. I remember meeting the person from

72

1 California.

2 Q. What were the circumstances?

3 A. They came into my office.

4 Q. And what was the meeting about?

5 A. I don't recall.

6 Q. Do you recall the purpose of why they came to
7 your office?

8 A. No. We -- discussing land deals. That's --

9 Q. Do you recall any of the specific discussion?

10 A. No.

11 Q. Could it have been about 75th?

12 A. Yes, it could have been.

13 Q. Could it have been about Citrus?

14 A. Yes.

15 Q. Could have been about any of these deals, I
16 guess?

17 A. Yes.

18 Q. Could have been about anything?

19 A. Yes.

20 Q. Do you recall at any time Ms. Wallace being
21 upset about her signature being placed on documents that
22 she didn't recall putting on?

23 A. Yes.

24 Q. When?

25 A. When I was in your office, came here and she
73

1 stated that was -- in her mind, it was forgery.

2 Q. That's the first time she ever said anything --

3 A. Yes.

4 Q. -- negative about it?

5 A. Yeah.

6 Q. Did she ever ask you at any time or point out
7 that she was confused by some initials that were put on
8 documents that weren't hers?

9 A. I don't recall.

10 Q. At that meeting where the California lawyer was
11 there, could she have said anything that caused you to
12 wonder whether she believed the signature was hers or
13 appropriate?

14 A. I don't -- no, I don't recall that.

15 Q. But at least your recollection now, she had
16 never said anything to you that would indicate that that's
17 a forgery, I don't like that, I don't want you to do it?
18 She didn't say anything like that --

19 A. No.

20 Q. -- up until the meeting in my office?

21 A. Yes.

22 Q. Do you know who Vern Crowe is?

23 A. I recall the name. I don't -- Vern I believe is
24 one of the buyers on 75th Avenue and Thunderbird.

25 Q. Have you ever met him?

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1 A. No. Well, you know what? I don't recall. He
2 may have come into my office to pick up something, some
3 plans or something.

4 Q. Was the sale price for 75th to be 1.8 million?

5 A. I believe so.

6 Q. Was the seller on that to be the foundation or
7 some foundation --

8 A. Yes.

9 Q. -- that Mr. Hughes represented?

10 A. Yes.

11 Q. And was Miss Wallace to be the purchaser of that
12 property?

13 A. Yes.

14 Q. Who would then resell it perhaps to Vern Crowe
15 for 2.1 million?

16 A. I would find the buyer for it, yes.

17 Q. Did you find Mr. Crowe?

18 A. Yes.

19 Q. You said you never met him.

20 A. I found him through real estate.

21 Q. Okay. What does that mean?

22 A. Well, when I advertised the property, the
23 realtor -- he is represented by a realtor, and that
24 realtor represented Crowe or Vern or whatever his name
25 was.

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1 Q. Regarding Top Soil, were there any other
2 transactions that you can specifically recall that you had
3 anything to do or that you had knowledge of that Top Soil
4 did?

5 A. We never put a contract with Top Soil on it --
6 Properties -- that I can recall. It was just a company we
7 started up.

8 Q. Okay.

9 MR. SCHEXNAYDER: Gary, can we take another
10 short break?

11 MR. BLUME: Sure. That's fine.

12 (A recess was taken from 10:38 a.m. to
13 10:45 a.m.)

14 Q. (BY MR. BLUME) You state -- and I am reading
15 from your disclosure statement -- that Miss Wallace was
16 the president of Secured Diversified Investments, Inc.

17 A. Yes.

18 Q. What else do you know about Secured Diversified
19 Investments?

20 A. They had no assets to speak of.

21 Q. How do you know?

22 A. I found out through public document, Internet.

23 Q. So it's a public company?

24 A. Yes.

25 Q. You state that there was a promise to form the
76

1 LLC with you to begin developing real estate, and to your
2 knowledge that never happened, did it?

3 A. I don't understand. What LLC are you talking
4 about -- are you referring to? I'm sorry.

5 Q. I am reading what you say the facts of the case
6 are.

7 A. LLC is too broad. What are you talking about?
8 What are you referring to?

9 Q. It says here that "Jan Wallace and Patrick
10 McNevin promised to form a limited liability company with
11 David Leeper to begin developing real estate in Arizona."

12 A. Yes, that's WIP.

13 Q. And was that ever formed, as far as you know?

14 A. No.

15 Q. If it was formed, does that change your belief
16 as to whether or not there was an arrangement between you
17 three?

18 A. No.

19 Q. It wouldn't matter if it was formed then?

20 A. Because we never had any agreements. We never
21 discussed any particulars.

22 Q. Well, it looks like here you agreed to form a
23 company and develop real estate.

24 A. That was Jan's job.

25 Q. In fact, you did do one transaction where you
77

1 split up some money.

2 A. Not with WIP.

3 Q. No, but you did with them.

4 A. Yeah, with Patrick and Jan.

5 Q. Okay. I am reading now that Wallace, Leeper and
6 McNevin intended to become involved in the purchase and
7 resale of another property located at Citrus and Glendale
8 to CLA.

9 So it sounds like you had an understanding that
10 the three of you were going to purchase and resell
11 property that was known as Citrus; is that right?

12 A. Yes.

13 Q. You then state that you told the plaintiffs the
14 intended buyer.

15 Who was that? Who was the plaintiffs' intended
16 buyer?

17 A. I don't recall.

18 Q. "And the transaction was unable to come up with
19 the \$100,000 to open escrow and close within the short
20 time constraints of the real estate deal."

21 What does that mean?

22 A. In order to perform on a property, you have to
23 be able to open escrow, and if you open escrow you have to
24 have the ability to close the property or you run the
25 chance of losing your earnest deposit.

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1 Q. So was escrow opened on this property?

2 A. I don't recall.

3 Q. And you don't know who the plaintiffs' intended
4 buyer was?

5 A. No.

6 Q. But your statement is that that was not made and
7 that that particular deal fell apart?

8 A. Yes.

9 Q. And so you then took the transaction with Citrus
10 and Glendale to somewhere else with Mark Hughes and then
11 you did the deal over there?

12 A. Well, you are -- you are not correct in the fact
13 that I don't bring it just to one person and they have a
14 time period to perform and then I take it to the next
15 person, they have a time period to perform. I take it to
16 several people all at the same time when I learn about it,
17 and who can perform and who can put up the earnest deposit
18 and show a desire to buy the property is the one that gets
19 the property. It's a free marketplace.

20 Q. Sure.

21 Can you have five escrows open at the same time?

22 A. You only have one escrow -- can I have five
23 escrows? Yeah, absolutely. Can you have five escrows
24 open at one time, absolutely, on different properties.
25 You can have 50 properties if you can buy them all. You

79

1 can have a thousand.

2 Q. So on one property at Citrus and Glendale, I
3 could have four different escrows open with four different
4 buyers for that same property?

5 A. No, you cannot.

6 Q. All right. So once you opened the escrow with
7 CLA, you can't open a new one until that one either
8 happens or it is terminated?

9 A. Unless you are going to flip it and you open a
10 different -- an escrow with whoever the new buyer is going
11 to be. That's called a flip.

12 Q. And is that what happened here?

13 A. No.

14 Q. No, you are right. They closed the first
15 escrow, so you took the property back and went to Hughes
16 and did another deal?

17 A. I'm sorry. Who is "they"? I am not following
18 your conversation. Who is "they"? I'm sorry.

19 Q. Reading from your transaction here --

20 A. Okay. I don't have it in front of me, but go
21 ahead.

22 Q. I will read it to you.

23 A. Okay.

24 Q. "Defendant Leeper was told that the plaintiffs'
25 intended buyer in the transaction was unable to come up
80

1 with the \$100,000 to open escrow and close within the
2 short time constraints of this real estate deal."

3 What does that mean?

4 A. The plaintiffs being your clients?

5 Q. Them, yes.

6 A. What that means is if the property was brought
7 to them, they were unable to either put up the earnest
8 deposit or were unable to close the deal, because the deal
9 had to be closed under a time restraint, a time period,
10 for anybody who was going to purchase the property, not
11 just the plaintiffs.

12 Q. And it didn't happen with them?

13 A. That's correct.

14 Q. "Leeper, through his own independent contacts,
15 ultimately located a buyer after the performance failure
16 of the buyer intended and proposed by plaintiffs."

17 So you took it somewhere else. Isn't that what
18 that means?

19 A. Yes. Not took it -- yeah.

20 Q. The other place was to do the deal with
21 Mr. Hughes?

22 A. No. Mr. Hughes was the seller.

23 Q. Well, an arrangement that involved Mr. Hughes?

24 A. It's always involved Mr. Hughes. Hughes was
25 never out of the picture.

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1 Q. All right. But it did not -- but it went to
2 another transaction in which you ultimately received
3 \$120,000?

4 A. Yes.

5 Q. And your testimony and position is that CLA,
6 McNevin, Wallace, WIF, no one is entitled to anything?

7 A. Unless they purchase the property.

8 Q. And they didn't?

9 A. That's correct.

10 Q. So the money that you earned from that is
11 exclusively yours and they have no claim to it?

12 A. Correct.

13 Q. Okay. Now, going on, "The \$50,000 as earnest
14 money for the purchase of property at 75th and
15 Thunderbird, the parties agree" -- I am assuming when you
16 say "parties," you mean the three of you -- "to split the

17 equity gain on the sale," and you were to receive --

18 "Leeper was to receive a commission from the sale."

19 Is that the understanding on 75th?

20 A. Net Growth Realty would receive the commission
21 off the sale.

22 Q. That's not what it says.

23 A. Well, but that's -- Leeper, what that refers to
24 is -- I am a real estate agent and there is a commission
25 paid. All commissions are paid through Net Growth Realty.
82

1 Now --

2 Q. So this actually should read that Net Growth was
3 to receive a commission on the sale of 75th and
4 Thunderbird?

5 A. Yes.

6 Q. You state that Wallace prepared a document
7 purporting to cancel the transaction and received from the
8 escrow agent \$50,000 earnest money.

9 What document canceling the transaction are you
10 speaking of?

11 A. She submitted it to -- she canceled the escrow
12 and I guess put it in somebody else's name or her name to
13 hide the proceeds going to me.

14 Q. Was there an issue here as to whether her
15 signature was her actual signature or one that you did
16 again?

17 A. I don't recall. I believe she signed that one.
18 I don't recall.

19 Q. Okay. You say, "Wallace converted that portion
20 of the deposit that belongs to Leeper and has refused to

21 return the same."

22 The \$50,000, do you know where it is?

23 A. Jan has it.

24 Q. She has it. So the deal happened? This thing

25 ultimately sold?

83

1 A. I have no idea, but I just know that when she

2 canceled it, she withdrew that \$50,000. She wasn't

3 entitled to my portion.

4 Q. Okay. You state that Jomax Crossing is another

5 of the properties contemplated to be sold with the

6 proceeds divided among the parties.

7 Is that another understanding between the three

8 of you?

9 A. Yes.

10 Q. So now there are -- it appears that there were

11 three understandings. The first one that actually

12 happened, that was the test case, the 75th and Thunderbird

13 that we were just talking about, and now Jomax.

14 A. They are all --

15 MR. SCHEXNAYDER: Objection to form.

16 THE WITNESS: Okay.

17 Q. (BY MR. BLUME) They are all to be part of

18 WIP --

19 A. No.

20 Q. -- things?

21 No?

22 They were just between the three of you?

23 A. Yes.

24 Q. Now, it says that you obtained a buyer named

25 McFadden.

84

1 A. Yes.

2 Q. Who is McFadden?

3 A. A buyer.

4 Q. What's his full name?

5 A. Brett McFadden.

6 Q. How do you know him?

7 A. He is an insurance agent with Farmers Insurance.

8 Q. Have you done deals with him before?

9 A. Yes.

10 Q. How many?

11 A. I don't recall how many.

12 Q. More than five?

13 A. No.

14 Q. More than one?

15 A. Yes.

16 Q. Two?

17 A. I don't recall.

18 Q. You are saying that the plaintiff -- I would
19 assume McNevin and Wallace -- prepared documents intending
20 to mislead Leeper into believing this transaction had been
21 terminated when in fact they fraudulently concealed from
22 you that the transaction would go forward.

23 Can you expand on that?

24 A. Yeah. They -- while I was on vacation or out of
25 town, they presented a document misleading McFadden that

85

1 they would give him an extra, I believe, \$50,000 if they
2 signed his rights away to them to get him out of the deal.

3 so they basically deceived him and presented a document
4 taking him out as the principal.

5 Q. This is on Jomax Crossing?

6 A. Yes.

7 Q. And I guess -- could we go through that a little
8 slower? You are out of town?

9 A. I believe I was out of town.

10 Q. And how did they, McNevin and Wallace, find out
11 about McFadden?

12 A. They were aware of it. I mean, it wasn't no
13 secret.

14 Q. So what you are saying is they then went to him
15 and they offered him an additional 50,000?

16 A. I believe it was \$50,000.

17 Q. Above what? For the purchase price?

18 A. No. 50,000 of what -- I don't remember what our
19 agreement is. We were going to give him so many -- X
20 dollars for using his credit, his ability to provide the
21 CLA for this property, and on the flip he was going to
22 receive a cash amount. I don't remember the amount, but
23 basically they came back, said, hey, we will give you an
24 additional money, I believe it was \$50,000, if you sign
25 this over to us, you know. Give us the contract. Take it

86

1 out of, you know, David's control is what they were trying
2 to do, to, you know, use deception again through me on
3 this transaction.

4 Q. "Use deception again." When is the first time
5 they used it?

6 A. On 75th Avenue and Thunderbird.

7 Q. On Thunderbird. Okay.

8 So you had mentioned a CLA. I assume that's

9 a --

10 A. That's Charlevoix Homes. Oh, no, no, no. CLA
11 is their ability to --

12 Q. What does CLA stand for?

13 A. I don't remember. Certified loan application or
14 something like that. It's for -- basically saying that
15 you have the assets to close on the deal.

16 Q. It's like a credit authorization perhaps?

17 A. Exactly, right, on the amount of the purchase.

18 Q. Did McFadden provide that for you?

19 A. Yes.

20 Q. And how much money?

21 A. What do you mean?

22 Q. Was it limited? What was the limit that was
23 established?

24 A. The price of the purchase of the land.

25 Q. And who was it issued by?

87

1 A. Spectrum.

2 Q. Do you recall whether Miss Wallace issued a
3 similar instrument?

4 A. No, she did not. I don't recall that.

5 Q. Never?

6 A. No.

7 Q. You have never seen an instrument that she would
8 have issued involving authorizing or stating that she had
9 the funds necessary to do a transaction?

10 A. To what amount?

11 Q. Any amount.

12 A. Are we talking about this particular property --

13 Q. No.

14 A. -- or are we talking about just in general?

15 Q. Any. At any time are you aware that

16 Miss Wallace had signed or executed or done any kind of a

17 credit authorization that said that she could do a

18 transaction?

19 A. I believe so. I believe those are very much so.

20 Q. Do you remember seeing one?

21 A. I don't recall. I would have to see one. They

22 are pretty common. I mean, anybody can get one.

23 Q. Did you ever use one of those documents to

24 secure a transaction without her knowledge or permission?

25 A. Not that I recall. She was aware of all the
88

1 transactions her name was ever put on or she was involved

2 in.

3 Q. When you say she was involved with those and she

4 authorized, I mean, did she write that to you and say you

5 have authorization to?

6 A. She never wrote anything to me.

7 Q. But she would call you and say that you have

8 authorization to?

9 A. No, I would talk to her. If she gave me a CLA,

10 it was on a particular property, then I would have

11 presented it. I believe that's where you are going with

12 this. Is that correct?

13 Q. Sure.

14 A. Okay.

15 Q. But you don't specifically recall that
16 happening?

17 A. No, I don't recall.

18 Q. But she could have done that?

19 A. Yeah, she could have very much so.

20 Q. Do you specifically recall whether or not you
21 used that for any other purpose than that one intended
22 transaction?

23 A. Which transaction are you referring to?

24 Q. Any one that she would have given it to you for,
25 did you ever falsify that document or sign her name to it?
89

1 A. Did I?

2 Q. Yes.

3 A. Not that I recall.

4 Q. Never?

5 A. Not that I recall, no.

6 Q. When you say not that you can recall, does that
7 mean you could have done it but you just don't remember?

8 A. I would not have -- I don't prepare CLAs. I
9 don't have the ability to do so. Those are done through
10 mortgage companies or banks.

11 Q. True.

12 A. So I would never perform one.

13 If she provided me one with her name on it, I
14 don't know. She could have.

15 Q. Well, did she ever tell you to sign one on her
16 behalf?

17 A. I don't recall.

18 Q. So she could have?

19 A. She could have.

20 Q. Okay. And I'm back now on the mechanics of how
21 you came to understand that you could sign her name on
22 things.

23 A. Yes.

24 Q. How was that again? She just generally told
25 you --

90

1 A. Either -- either it would be that, you know, we
2 need to put something under contract. She has an
3 understanding of the transaction. She has no financial
4 interest involved in the transaction. All she is going to
5 do is benefit from the transaction, and she was always
6 aware that her name was on the document on the purchase of
7 the property.

8 Q. Well, was this a blanket granting of authority
9 to you or was it specific? Like each time you had a
10 contract, you said, "Hey, look, I'm going to put your name
11 on this"?

12 A. I would advise her and talk to her.

13 Q. So every time her name or initials were put on
14 something, you called her and she knew that?

15 A. I never said that, no.

16 Q. How did it work?

17 A. I don't recall exactly how the conversation
18 worked, but she was always aware that we were purchasing a
19 property or --

20 Q. That's what I am getting at.

21 A. Yeah.

22 Q. You say she was aware. How do you know she was

23 aware?

24 A. Because I talked to her.

25 Q. Did you talk to her on one occasion or many
91

1 occasions?

2 A. Several times.

3 Q. And each time was it about the document and the
4 signature, to say, "Jan, I am going to sign your name on
5 this so we can do the deal," and she said, "That's okay.

6 Do it"? Is that how it worked?

7 A. It could have.

8 Q. But you don't remember?

9 A. Right.

10 Q. But you do believe that you had that authority?

11 A. Yeah. She was aware that I was signing her
12 name.

13 Q. But you just can't specifically tell me how?

14 A. Because we agreed to do the project and they
15 were putting the contract under -- in her name. She was
16 always aware that the contract was in her name and she was
17 the purchaser, and she has always had accessibility to the
18 contract. She had the contract and she was always aware
19 that I signed her name.

20 Q. So any time it was signed, you sent her a copy?

21 A. Yes.

22 Q. Immediately?

23 A. No. Just whenever, through Patrick or through
24 Jan.

25 Q. Okay. Back to your disclosure statement, you
92

1 state that Wallace and McNevin made representations to you
2 about their ability to locate, finance and participate in
3 acquisition of property.

4 Q. What were those representations?

5 A. That Jan controlled some multi-million dollar or
6 billion dollar property or company and she could use those
7 funds to secure the property.

8 Q. You state that she misrepresented her history of
9 affiliations with other companies and failed to disclosure
10 her history of failed business ventures, suits and claims
11 against her for securities fraud and fraud in connection
12 with other business dealings, which concealments induced
13 you to continue discussions regarding future business
14 relationships with plaintiffs and counterdefendants.

15 Q. Can you tell me what that means?

16 A. On the public records it revealed that there is
17 a lot of history with Jan and several lawsuits involving
18 fraud, security frauds, and I have learned that she
19 basically bankrupts most companies she is involved with as
20 fraudulent schemes, just a way of doing business. She has
21 a history of this.

22 Q. So she fraudulently schemes and causes the
23 companies with which she works to become bankrupt?

24 A. That's what public records seem to indicate.

25 Q. That's what they say?

93

1 A. Indicate that. This is a pattern.

2 Q. And what does that have to do with the real
3 estate deal?

4 A. Well, if I am going to do business with her and

5 I am giving her free money and free deals, I am getting
6 involved with a pretty shady person. It's not someone who
7 I want to do business with.

8 Q. Okay. But you say that it was a fraud. I mean,
9 what was -- did she tell you I've never --

10 A. She never told me anything.

11 Q. That's where I am having trouble understanding
12 what the fraud was, then. Usually somebody lies to you
13 and that's the fraud. What's the lie?

14 MR. SCHEXNAYDER: You mean other than the words
15 "failed to disclose"?

16 MR. BLUME: Yeah, fails to disclose.

17 Is that an objection?

18 MR. SCHEXNAYDER: No. Do you --

19 MR. BLUME: I'm sorry. I'll ask the questions.
20 Is there an objection you want to put on the record?

21 MR. SCHEXNAYDER: Do you want to ask him whether
22 he did the investigation?

23 MR. BLUME: No. I just want to ask him
24 questions. Is there an objection you want to put on the
25 record?

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1 MR. SCHEXNAYDER: Okay. Don't answer any more
2 questions about this paragraph.

3 Q. (BY MR. BLUME) Well, then, I will ask you about
4 the fraud that was in your mind.

5 You had learned that she was involved with
6 public companies through -- I assume you were reading
7 public documents.

8 A. Yes.

9 Q. And you learned inside there that company --
10 that there were lawsuits against the company; is that
11 right?

12 A. I don't -- companies she was in control with and
13 involved with, yes.

14 Q. Right.

15 And were there suits against her as a person?

16 A. I don't recall.

17 Q. Do you recall the outcome of any of those?

18 A. No.

19 Q. Did she ever go to jail?

20 A. No, not that I know of. She could have.

21 Q. Was she ever fined?

22 A. I don't know.

23 Q. I guess what your statement is, is that because
24 of -- because of her not telling you that, you have been
25 frauded?

95

1 A. I never said that.

2 Q. What's in your mind about what -- about the
3 business dealings and why that's problematic?

4 A. What's problem -- I don't understand the
5 question.

6 Q. You said that she committed all these frauds.

7 A. The public records claimed that companies she
8 was involved with had been involved with fraud.

9 Q. Right.

10 A. That's what I had said.

11 Q. True.

12 And why is that a problem?

13 A. Because there is a pattern, a history of legal
14 problems.

15 Q. And so that means that the deals that she was
16 doing with you, that she is committing a fraud on those
17 deals, too?

18 A. No.

19 Q. Oh, okay.

20 You state that she misrepresented her
21 professional experience.

22 How did she do that?

23 A. In the fact that she had ability to perform on
24 these properties, to close them, to bring money in. And
25 she failed to bring money into any project, any deal.

96

1 Q. Well, you stated it was her professional
2 experience. I assume that means like her jobs that she
3 had.

4 How did she misrepresent that?

5 A. I'm sorry. Read to me -- I don't understand the
6 question.

7 Q. It says that Wallace induced you to become
8 involved in real estate development and purchase
9 opportunities with Wallace by misrepresenting her
10 professional experience.

11 A. Okay.

12 Q. What was the misrepresentation about her
13 experience?

14 A. That she had ability to bring in money to close
15 real estate transactions. She had the contacts and the
16 business that she worked for, the companies that could

17 provide income to close on these properties.

18 Q. And how do you know that she didn't?

19 A. Because she never put up the money to close
20 them. She never provided an earnest deposit from the
21 company.

22 Q. Okay.

23 A. The deals kept falling -- going away because of
24 her inability to perform.

25 Q. You then say that she fraudulently concealed her
97

1 history of association with failed, insolvent enterprises.

2 How did she fraudulently conceal it?

3 A. She indicated that she was, you know, CEO of
4 great companies and she has great ability and controlled
5 millions of dollars, and I don't believe that to be true.

6 Q. Was she in fact a CEO?

7 A. Yes.

8 Q. Okay.

9 A. I believe so. I never -- she said so and I
10 believed her, I guess.

11 Q. You also state that she misrepresented her
12 ability to secure financing.

13 How did she do that?

14 A. Never put money in escrow. Never came up with
15 any money. Never wrote a check. Never wrote a company
16 check.

17 Q. Okay. But at some time did she promise that she
18 would?

19 A. Yes, constantly.

20 Q. How much was she going to write?

21 A. Whatever the earnest deposit, whatever the deals
22 were. There was many, many deals brought to the table.

23 Q. So she just didn't do the deals?

24 A. None of them.

25 (Deposition Exhibit No. 1 was marked for

98

1 identification.)

2 Q. (BY MR. BLUME) Showing you what's been marked
3 as Exhibit 1, do you recognize that document?

4 A. Yes, it's the purchase contract for 107th Avenue
5 and Buckeye.

6 Q. I call your attention to the last page. These
7 are stamped, by the way, Leeper and they have numbers on
8 them.

9 Do you note that?

10 A. Yes.

11 Q. I am on Leeper 45.

12 A. Yes.

13 Q. On line 455 of this, is that in fact one of the
14 signatures that Jan Wallace authorized you to sign?

15 A. She had knowledge of me signing, yes. I don't
16 remember if she actually authorized me at the time of the
17 signature.

18 Q. Well, was it -- but you did sign it?

19 A. Yes.

20 Q. And it was on or about January 11th of 2005?

21 A. Yes.

22 Q. Okay.

23 A. Or January, yes.

24 Q. I am just looking at the dates.

25 A. Yes. I saw January 12th on the page.

99

1 Q. And then on the previous pages, Leeper 36
2 through Leeper 44, the initials that are on there, JW, you
3 did those, too?

4 A. I presume so, yes.

5 Q. Now, this is the contract that shows the
6 \$120,000 purchase price that you testified to before?

7 A. Yes.

8 Q. And this was in fact the very first deal that
9 you did with -- that involved Miss Wallace and
10 Mr. McNevin?

11 A. Yes.

12 Q. And I note that on the first page, Leeper 36, it
13 says "received from Jan Wallace or nominee."

14 A. Yes.

15 Q. Did you write the "or nominee"?

16 A. No.

17 Q. Who did?

18 A. I don't know.

19 (Deposition Exhibit No. 2 was marked for
20 identification.)

21 Q. (BY MR. BLUME) Showing you what's been marked
22 as Exhibit 2, do you recognize this document?

23 A. It's a CLA standard real estate form.

24 Q. Is this the document that says that the loan
25 that you were speaking of when you were talking about a

100

1 CLA and loan approval, is this the form that you were
2 mentioning?

3 A. It could be one, yes. There are several forms.

4 Q. Do you recognize this particular one?

5 A. This is the standard real estate form that
6 realtors use.

7 Q. Right. But this one appears to be signed by
8 Brett McFadden?

9 A. Yes.

10 Q. Did you sign his name to this?

11 A. No.

12 Q. So Brett McFadden signed this on or about --
13 well, back to the document. Do you recognize it at all?

14 A. Yes.

15 Q. Have you seen it before?

16 A. Yeah. I believe this is the property -- this is
17 the one that Brett McFadden provided for me.

18 Q. Do you remember which property it was?

19 A. This would have been Jomax and Grand.

20 Q. Okay. But the signature at the bottom you are
21 testifying you didn't do?

22 A. I don't believe so. It doesn't --

23 Q. Did you have a similar arrangement with
24 Mr. McFadden where you could sign his signature to things?

25 A. Yes. He was -- sometimes he was aware of that
101

1 on a transaction I signed.

2 Q. Sometimes you could sign his name to documents
3 to do transactions?

4 A. Yes.

5 Q. But it was with his permission?

6 A. He was aware of it.

7 Q. Okay. Just to make clear, however, on
8 Exhibit 2, that's not one that you did; that's one that he
9 actually signed?

10 A. You mean on this?

11 Q. Yes.

12 A. Yeah, this was provided through the mortgage
13 company.

14 Q. Right. But Brett McFadden actually signed that?
15 You didn't sign for him on this one?

16 A. That's correct. I could not because it would
17 have to be from -- this is generated through his finance
18 person.

19 Q. Okay.

20 (Deposition Exhibit No. 3 was marked for
21 identification.)

22 Q. (BY MR. BLUME) showing you what's been marked
23 as Exhibit 3, this is Leeper 124 to Leeper 133, do you
24 recognize this document?

25 A. This is a document performed -- I mean, not made
102

1 by me, of course. It's a document for the seller of the
2 World Gospel Mission. Probably constructed by Mark
3 Hughes.

4 Q. Certainly his name is there as the seller's
5 attorney. And it shows that Jan Wallace is the buyer?

6 A. Yes.

7 Q. And what was this -- which property was this, do
8 you remember?

9 A. This is --

10 Q. I call your attention to page 125 where it

11 describes it. It says that it's in Peoria, 9.8 acres.

12 Does that ring a bell?

13 A. That's 75th Avenue and Thunderbird?

14 Q. I don't know. I'm asking I guess.

15 A. My eyes -- I need my glasses. Oh, on the back.

16 Yeah, that helps. Yeah, 75th Avenue and Thunderbird.

17 Q. On page 127 --

18 A. Yes.

19 Q. -- are those your initials? Is that a DL?

20 A. That is a DL. Those are not my initials. I

21 don't believe. It could be.

22 Q. Do you have any idea whose initials they are?

23 A. No.

24 Q. If you look at the first page on 124 --

25 A. Yes.

103

1 Q. -- in the upper right-hand corner --

2 A. Yes.

3 Q. -- those writings --

4 A. Yes.

5 Q. -- do you recognize those?

6 A. No.

7 Q. It says "Dave, your changes."

8 A. That's not my writing.

9 Q. Could you have instructed somebody to make

10 changes on this and they did?

11 A. Yes.

12 Q. Do you recall that there was an issue with the

13 zoning as indicated on page 127?

14 A. Yes.

15 Q. What was the issue?

16 A. The issue basically that the zoning was not
17 as -- being sold as being residential. It was still zoned
18 some other zoning.

19 Q. Now, let's go to page 128.

20 Again, those initials aren't yours, are they?

21 A. No.

22 Q. But do you recall instructing anybody to make
23 that change or deletion?

24 A. I could have.

25 Q. But do you remember?

104

1 A. No.

2 Q. Why do you say you could have?

3 A. Well, because Patrick could have reviewed these.

4 My broker could have reviewed these. Jan could have.

5 It's common for me to -- on a contract that's not on a

6 real estate form, something new, that I would have someone
7 else review it.

8 Q. And then again on page 129.

9 A. Okay.

10 Q. Those are not your initials, and do you recall
11 instructing somebody to delete that?

12 A. I could have. I don't recall instructing
13 somebody to do that. It could have been Mark Hughes.

14 Q. That's on assignment of buyer's rights, so if
15 you are going to flip it, I assume that's important.

16 Do you recall that discussion at any time on
17 this?

18 A. What's your question? I'm sorry.

19 Q. On paragraph 14 on page 129 where it's stricken,
20 it appears that that discusses the assignment of the
21 buyer's rights, and I would assume that the assignment of
22 those rights is important if you are desiring to flip it.

23 Does that help you recall why that might have
24 been stricken?

25 A. Didn't like the wording, such as assignee is an
105

1 entity controlled by. I mean --

2 Q. Okay. Next page, 130, is this something that
3 you instructed or authorized or put in here at the bottom
4 of the page?

5 A. Yes.

6 Q. That appears to provide for \$25,000 to be paid
7 to Net Growth?

8 A. Yes.

9 Q. Is that the commission --

10 A. Yes.

11 Q. -- under this sale?

12 Now, on the last -- I'm sorry. On page 132, it
13 shows Jan Wallace's signature.

14 Is this a signature that you signed?

15 A. Yes.

16 Q. And was that done with her permission and
17 authority?

18 A. Yes.

19 Q. Do you recall how you obtained it?

20 A. Advising her of the property, explaining to her
21 what we were doing, and providing the document and signing
22 the document.

23 Q. Do you remember if you told her that you were
24 signing her name on or about the time you signed it or was
25 this just a general decision that you made on your own?

106

1 A. I don't remember the circumstances why I signed
2 this particular one.

3 Q. Okay.

4 (Deposition Exhibit No. 4 was marked for
5 identification.)

6 Q. (BY MR. BLUME) Showing you what's been marked
7 as Exhibit 4, this appears to be a letter to you.

8 Do you recall receiving this?

9 A. Let me read it.

10 Q. I would also note that this exhibit does have
11 another -- it has an attachment to it, so I would like to
12 have you look at all the pages, not just the first one.

13 A. Okay.

14 Yeah, I remember this. Yeah, I remember this.

15 Q. What's this property?

16 A. 75th and Thunderbird.

17 Q. And that's the same one that we just saw that we
18 were talking about on Exhibit 3, isn't it?

19 A. Yes.

20 Wait a second. It's not the same one. I don't
21 see all the marked outs, the scratched out.

22 Q. Go to page 135.

23 A. Okay.

24 Q. And in the upper right it looks like they are
25 different markings --

107

1 A. Yes.

2 Q. -- than the markings that are there, and I think
3 it says, "Dave, This is what I sent to the client to
4 sign."

5 A. Okay. That would have been through Mark Hughes.

6 Q. Do you believe that that handwriting is Mark
7 Hughes'?

8 A. Yes.

9 Q. And it appears this was sent to you as the
10 contract that's to be signed, or what was the purpose of
11 this letter and document that was sent to you?

12 A. That the sellers had signed it.

13 Q. Okay. And I notice on page 140 of this --

14 A. Uh-huh.

15 Q. -- at the bottom it looks like the changes that
16 we saw on the earlier document have in fact been made.

17 A. Yes.

18 Q. And I go to page 142 and 143. I want to look at
19 those kind of together. Well, I want to look at three
20 pages together and see if you can help me out. I am
21 looking at 142, 143, and 144.

22 A. Okay.

23 Q. Can you tell me why there appear to be one page
24 that has both signatures on it, one page that has one and
25 another that has one.

108

1 A. Why does it appear that way?

2 Q. Yeah.

3 A. I think -- I would presume, and I could be
4 guessing, that title would want a fully executed copy

5 where you would have the buyer and seller on the same
6 page. So one would be World Gospel Mission signing, one
7 would be Jan signing, and then one would be where both are
8 on the same document. That would be my guess.

9 Q. Well, do you remember signing Jan's name twice
10 to this?

11 A. No, I don't remember particularly, but it's
12 still my signature.

13 Q. Right. I guess what I am wondering is, did --
14 was this just a modified copy that was put together on
15 page 142 or did the Gospel Mission sign it twice? Because
16 I have got a page where they signed by themselves and then
17 one together.

18 A. I couldn't tell you.

19 Q. Okay. But, again, that document is similar and
20 it's a signature that you signed with her name on it?

21 A. Correct.

22 (Deposition Exhibit No. 5 was marked for
23 identification.)

24 Q. (BY MR. BLUME) Do you remember at any time with
25 either Exhibit 3 or 4 that that was copied to Mr. McNevin

109

1 or Miss Wallace?

2 A. Yes.

3 Q. They got copies of both of those as they
4 happened then?

5 A. Yes.

6 Q. Showing you what's been marked as Exhibit 5,
7 these are Leeper documents 149 through 165. Now, there
8 are a lot of pages there, and let's start out with the

9 first one. We will kind of -- and I want to not hurry you
10 and give you enough time to look at these, because there
11 are different documents here, so I think we can do it kind
12 of disjointed. The first one is the Arizona Federal
13 check.

14 Do you recognize that?

15 A. Yes. This would be the cashier check to
16 Security Title opening escrow at 75th and Thunderbird.

17 Q. Now, this is the one that was the money from all
18 three of you?

19 A. Yes.

20 Q. And I note that it's March 7th of 2005.

21 A. Yes.

22 Q. Is that about the time this was given to
23 Security Title?

24 A. I would have to look back at the document to
25 refresh my memory. I don't recall.

110

1 Q. Well, it seems that at least as of that time --

2 A. We were opening escrow, yes.

3 Q. -- in early March that there still was an
4 understanding of some relationship between you and McNevin
5 and Wallace?

6 A. Yes.

7 Q. The next page, this appears to just look like a
8 receipt for that check. Is that accurate?

9 A. From the title company?

10 Q. Yes.

11 Have you seen this document before?

12 A. Yes.

13 Q. Now, on page 151 of this, do you -- what's this?
14 I mean, it looks like it's unsigned.

15 Can you tell me, do you recognize this document?

16 A. It looks like something, information Jan wanted
17 reference the property.

18 Q. Well, no.

19 Do you -- did you write it?

20 A. I don't recall.

21 Q. Do you know where it came from?

22 A. No.

23 Q. I mean, I can read it, but all I am trying to do
24 is authenticate it to see what it is.

25 So you don't recall whether you wrote this or
111

1 some third party wrote it?

2 A. I don't recall.

3 Q. So all that we do know is whatever this thing
4 says, we just don't know why it was generated or who it
5 went to?

6 A. Well, it says to Jan Wallace and it says --

7 Q. Well, no. I mean, I can read it.

8 A. Okay.

9 Q. But if you can give me any more information
10 about it that you know is what I am seeking.

11 A. Okay. No.

12 Q. Okay. The next page, can you tell me what this
13 is?

14 A. It looks like an aerial view of the land that --
15 on 75th Avenue and Thunderbird.

16 Q. So this is the picture of the 75th Avenue and

17 Thunderbird. Did you say it was 39-point some acres?

18 A. No.

19 Q. Oh, this is 9.8?

20 A. Yes, that's correct.

21 Q. And then 153 is -- what is that?

22 A. That's an exhibit showing the layout of the land
23 of 75th Avenue and Thunderbird, the 9.2 acres. The 9.8 is
24 written --

25 Q. Is this -- did you make this document?

112

1 A. No.

2 Q. Do you know who did?

3 A. No.

4 Q. 154, it shows the buyer is VLC. Is that Vern
5 Crowe? Is that the --

6 A. Yeah, I believe so.

7 Q. And the signatures at the bottom, what are --
8 did you do those or are those his? Whose are they? Do
9 you recognize them?

10 A. I don't recognize that, no, but -- I don't
11 recognize that signature, unless it's Jan Wallace's,
12 unless I am signing Jan Wallace. Yeah, my signature
13 signing Jan Wallace's.

14 Q. And it shows that it was June 17th, '05. Is
15 that about right?

16 A. Uh-huh.

17 Q. Well, there are two signatures there. Is one of
18 them supposed to be Crowe's and one of them Wallace's?

19 A. Where is the second signature? I'm sorry.

20 Q. Well, I guess I don't know.

21 A. This is one signature, would be Jan Wallace's.
22 Q. The thing I am looking at is on line 143.
23 A. Is one signature.
24 Q. All right. I see it.
25 A. Two words.

113

1 Q. It's two words. All right, okay.
2 For some reason I thought it was -- were two
3 initials, but I guess you are right.
4 Well, anyhow, you wrote that and it was intended
5 to be Wallace; is that right?
6 A. Yeah. She is the seller.
7 Q. All right. Now, this next page, 155 --
8 A. I am still back on 154. Let me see what it was.
9 Q. Do you recognize it? I mean, it's titled
10 Addendum 2 Net Growth Realty, Inc.
11 A. Yeah, I don't recall why this document was
12 developed. Anyway, it's an addendum to a contract. I'm
13 not quite sure it's the same contract as -- because this
14 is not the format that Mark Hughes would use, so I don't
15 recall what was the circumstances on this.
16 Oh, you know what? This was a document between
17 our -- the buyer, VLC, Vern Crowe and Jan Wallace, so this
18 would be an addendum to that. Okay, I understand it now.
19 I recognize it now.
20 Q. "That" being Exhibit 3 and 4?
21 A. I'm sorry. My leg is falling asleep.
22 No.
23 Q. When you said that, what did you mean it's an
24 addendum to?

[illegible]

1 Crowe and Jan Wallace.

2 Q. Okay.

3 A. And those are not 3 and 4.

4 Q. Right. Because 3 and 4 are the --

5 A. Were the ones from Jan to Mark Hughes.

6 Q. To Mark, and then the flip was Mark to Crowe?

7 A. No. The flip was from Jan Wallace to Crowe.

8 Q. That's right.

9 Now, page 155, do you recognize this?

10 Now, this is hard to read.

11 A. Yes, it is.

12 No, I can't -- I can't read it.

13 Q. It's titled an Escrow/Investment Authorization.

14 What does that -- does that mean anything to
15 you?

16 A. No.

17 Q. And there is a signature at the bottom.

18 Can you make that out?

19 A. No.

20 Q. It appears to say Jan Wallace.

21 Can you --

22 A. No.

23 Q. Can't see that?

24 A. No.

25 Q. Can I see your copy? Yours is bad.

115

1 Well, I can see the Jan.

2 A. Okay.

3 Q. But you don't recognize this and can't make it
4 out. And the question here would be is that -- did you
5 sign her name to this?

6 A. I don't recall, no.

7 I don't recall. I can't read that.

8 Q. There is a Social Security number on there,
9 765-51-7593.

10 Do you recognize that?

11 A. No.

12 Is that me? Sorry about that.

13 MR. BLUME: Go off the record.

14 (A recess was taken from 11:32 a.m. to
15 11:33 a.m.)

16 Q. (BY MR. BLUME) Well, these documents are
17 getting a little more obscure.

18 Do you recognize page 156?

19 A. It's a document from Security Title.

20 Q. Well, have you seen it?

21 A. Yes.

22 Q. And what was it supposed to be or what is it?

23 A. It's a receipt that they received the earnest
24 deposit, 50,000, to open escrow at 75th Avenue and
25 Thunderbird.

116

1 Q. Now, on page 157 and 158, I don't know, do you
2 recognize these at all?

3 A. I can't -- I mean, I can't read it. 157, I
4 cannot.

5 Q. Let's go to 160. This appears to be -- that's
6 okay.

7 This appears to be one of those CLAs.

8 Do you recognize it?

9 A. Conditional loan approval -- thank you. It's on
10 a standard real estate form again. Yeah, this is a
11 conditional loan approval apparently.

12 Q. What does this mean?

13 A. That Jan -- that this -- whoever, that Chase
14 Manhattan Mortgage and someone signing it is giving her a
15 conditional loan approval on that property address with
16 the loan amount of -- I can't read it. Some kind of loan
17 amount approval, with 20 percent down, as that's the
18 condition.

19 Q. It looks like it's a million 400 something.
20 Could that be possible?

21 A. They would loan her that if she would do the
22 20 percent down is what that states.

23 Q. And then as I understand it, this kind of a
24 conditional loan approval can allow transactions to go
25 forward or is it part of the normal course of business?
117

1 A. Normal course of business, yes.

2 Q. At any time ever have you altered, changed or
3 signed one of these on her behalf and presented it on any
4 deal she didn't know about?

5 A. Not that I recall, no.

6 Q. But it's possible?

7 A. I don't know. I don't recall. I don't recall.

8 Q. On page 163, it looks like at least part of the
9 letter on June 22nd that was written to an Auchenbach.
10 That was the name I was struggling with earlier.

11 Do you recognize that name, Auchenbach?

12 A. Yeah. I believe he works for Charlevoix Homes,
13 also.

14 Q. Well, it looks like it's written to something
15 called Leadermark Properties.

16 Do you know what that is?

17 A. No.

18 Q. Have you ever seen this letter?

19 A. I don't recall it, no.

20 Q. The next page, 164, there is a note that says
21 "Jan's original signature."

22 Did you write that? Do you know where that came
23 from?

24 A. "Jan's original signature" looks like my
25 writing, but I don't remember what that's a reference to.
118

1 Q. Okay. All right. That's it on 5.

2 (Deposition Exhibit No. 6 was marked for
3 identification.)

4 MR. BLUME: If you could, keep all those in a
5 little pile there for me because she collects them later.

6 MR. SCHEXNAYDER: Yeah. You get strip-searched
7 if you don't produce all the exhibits at the end of the
8 depo. Got to be careful about that.

9 Q. (BY MR. BLUME) Do you recognize this?

10 MR. SCHEXNAYDER: Objection; form.

11 Q. (BY MR. BLUME) "This" being the thing that's
12 marked as Exhibit 6. And I know there are quite a few
13 pages there.

14 If you could look at it, it's labeled as Leeper

15 216 through 231, although I note that 216 and 231 look
16 like they are the same.

17 A. 216 is a -- well, I take that back.

18 Q. Let me save you some time. I think these appear
19 to be documents we have already looked at.

20 A. Okay.

21 Q. Because I am looking at 218, and it appears to
22 be the VLC purchase contract and the \$50,000 earnest money
23 for 73rd and Thunderbird.

24 A. Well, the question I have, I don't know who
25 Basilio Marcos is --

119

1 Q. Oh.

2 A. -- on document 216. I don't know what this is.

3 Q. It just appears to -- okay. That's fine.

4 And the addendum that's on page 217 now appears
5 to be signed by two parties instead of one. This was the
6 addendum we looked at before, where on line 43 that was
7 the signature of Jan's you put down and it looks like Vern
8 signed the bottom then or a buyer signed the bottom.

9 A. Yes.

10 Q. Do you recognize who that --

11 A. No.

12 Q. -- whose signature that is?

13 A. No.

14 Q. And then beginning on 218 and ending at 227, now
15 it appears to have both the buyer and the seller's
16 signature on it.

17 And, again, the seller's signature is Jan's that
18 you put on there, right, on 227?

19 A. On page 227? Number 227?

20 Q. Right.

21 A. On document 222?

22 Q. 227.

23 MR. SCHEXNAYDER: 227.

24 THE WITNESS: Okay. On what line you said? I'm

25 sorry.

120

1 Q. (BY MR. BLUME) 468.

2 A. Yes.

3 Q. And then I assume that on 228, line 36, the
4 counteroffer, again, that's your signature also? Well,
5 it's hers made by you?

6 A. Could be.

7 Q. And then on page 229, line 43, this is addendum
8 1, and, again, I am assuming that that -- on line 43, you
9 signed her name in June on that?

10 A. Yeah, but I did not date it. That's not my
11 writing on the date and I don't know about the signature.

12 Q. So that might not have been you that signed it?

13 A. No, that would be the buyer.

14 Q. Well, that's the buyer. You are right.

15 That's it on 6.

16 This might be a little better copy. In fact, I
17 think it is a better copy. This is 7.

18 (Deposition Exhibit No. 7 was marked for
19 identification.)

20 Q. (BY MR. BLUME) Showing you what's been marked
21 as Exhibit 7, this is a Security Title Agency
22 Escrow/Investment Authorization.

23 A. Oh, okay.

24 Q. Do you recognize this?

25 A. Yes.

121

1 Q. So you have seen this before?

2 A. Well, I presume so. I know what it is now.

3 Okay.

4 Q. Tell me what it is.

5 A. Well, basically what it states is the money we
6 have in escrow, that they can do it in an interest-bearing
7 account.

8 Q. Okay.

9 A. That's what we are authorizing, that we can
10 collect interest off the money in escrow. Very standard
11 form.

12 Q. Who is "we"?

13 A. Well, whoever this form is referring to. It
14 doesn't say. Or it says Jan Wallace. The 50,000, I
15 presume this is -- without seeing everything it's
16 connected to, this is from the 50,000 of the earnest
17 deposit that Patrick, myself and Jan put in that we can
18 collect interest on -- we can collect interest as long as
19 the money is in escrow.

20 Q. Is this the \$50,000 on the Thunderbird
21 transaction?

22 A. That I made then, yes.

23 Q. And Security Title does this, I assume, to
24 acknowledge that they received it and you are okay with
25 it.

122

1 Is that why they do these things?

2 A. Yeah.

3 MR. SCHEXNAYDER: Objection; form.

4 THE WITNESS: Yes, they do this for the term
5 request, between 30 and 180 days, you would receive
6 whatever the going interest would be -- receive on that
7 50,000.

8 Q. (BY MR. BLUME) And then under note, colon,
9 parties, FBO, what does FBO mean?

10 A. I'm sorry. Where are you referring to?

11 Q. In the middle of the document.

12 A. Here. Why don't you point it out to me. I
13 don't see it.

14 Q. Note, parties, FBO.

15 Does FBO mean something?

16 A. I don't know what it means. I presume that it
17 does.

18 Q. And then it has Jan Wallace and then there is a
19 handwritten address with a Social Security number.

20 Do you recognize that handwriting?

21 A. Yes, that's my handwriting.

22 Q. Okay. Where did you get the Social Security
23 number?

24 A. I don't know if I got it from Jan or where I got
25 it from. I don't know.

123

1 Q. But as far as you know, that's her Social
2 Security number?

3 A. I believe so.

4 Q. At the bottom where it says sign, is that

5 where -- did you sign her name there?

6 A. Yes.

7 Q. It's not dated.

8 Do you know when, or about, this was signed?

9 A. No idea.

10 Q. But, again, she knew you signed this and was
11 okay with it?

12 A. Well, this is her Social Security number. She
13 gave it to me. If it's not her Social Security number, I
14 don't know where I got it.

15 (Deposition Exhibit No. 8 was marked for
16 identification.)

17 Q. (BY MR. BLUME) This is 8.

18 Do you recognize this page, this document?

19 A. No. It's a page 2 of some document, but --

20 Q. Well, what I am concerned about is the signature
21 at the bottom where it says seller. It appears to be
22 Brett McFadden.

23 A. Okay.

24 Q. And in the lower right-hand side it says Jomax
25 Crossing LOI.

124

1 A. Okay.

2 Q. Could you have signed his name to this?

3 A. Yes.

4 Q. Well, did you?

5 A. It looks like it.

6 Q. Okay. What was this transaction about?

7 A. I don't know. I don't recognize it. I just --

8 Q. Can you make out who the buyer was?

9 A. No.

10 Q. But at least it's your recollection that you
11 signed his name to that?

12 A. It says Brett McFadden, like you informed me,
13 that I could have. I don't know what this document is
14 referring to.

15 Q. Okay. There was a request for production of
16 documents that was sent to your lawyer.

17 Do you recall that? Do you know what that is?

18 A. Well, I know what that is. Do I recall that you
19 sent him that?

20 Q. Yes.

21 A. No, I don't recall you doing that.

22 Q. I did.

23 A. Okay.

24 Q. And what that means is that I asked him to send
25 me some documents.

125

1 A. Okay.

2 Q. And then he sent me some documents on or about
3 June 29th.

4 Do you remember assisting in the preparation of
5 those documents or the collection of them?

6 A. I don't know what documents you are referring
7 to.

8 Q. The ones that your lawyer gave me in response to
9 the request I had for you.

10 A. I don't know what the lawyer gave you, what we
11 are talking about.

12 Q. Okay. Well, there are some documents that are

13 labeled M. Hughes.

14 Do you recognize these?

15 A. I have not personally seen those.

16 Q. Okay.

17 A. I mean, I don't know all -- there is 200
18 documents there.

19 Q. Probably closer to three.

20 A. Okay. Do I recognize what you have in your
21 hand? Without seeing them, no.

22 MR. SCHEXNAYDER: For what it's worth, anything
23 that's marked M. Hughes is intended to indicate documents
24 that Hughes produced in response to subpoenas.

25 MR. BLUME: That you had?

126

1 MR. SCHEXNAYDER: That's right.

2 MR. BLUME: That's what I thought. Now, there
3 are some other documents. Well, maybe -- what are these?
4 Are these -- they don't have anything on them.

5 MR. SCHEXNAYDER: That's Hughes' follow-up
6 production that we got a day before you guys came. We
7 thought rather than hold them up, we would just let your
8 people copy them.

9 MR. BLUME: Okay. I'm finished. I assume you
10 want to read and review.

11 MR. SCHEXNAYDER: We would like to read, review
12 and sign. And you can send the copy to me.

13 MR. BLUME: Off the record.

14 (Deposition concluded at 11:49 a.m.)

15

16

DAVID BRIAN LEEPER

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127

1 CERTIFICATE

2

3 BE IT KNOWN that the foregoing deposition was
4 taken by me; that the witness before testifying was duly
5 sworn by me to testify to the whole truth and nothing but
6 the truth; that the questions propounded by counsel and
7 the answers of the witness thereto were taken down by me
8 in shorthand and thereafter transcribed into typewriting
9 under my direction, and that the foregoing pages of
10 typewritten matter contain a full, true and accurate
11 transcript of all proceedings and testimony had and
12 adduced upon the taking of said deposition, all to the
13 best of my skill and ability; and that pursuant to Rule
14 30(e), Arizona Rules of Civil Procedure:

15 [X] Review and signature was requested.

16 [] Review and signature was not requested.

17 I FURTHER CERTIFY that I am not related to nor
18 employed by any of the parties hereto and have no interest
19 in the outcome.

20 DATED at Phoenix, Arizona, this 4th day of

21 August, 2006.

22

23

KELLY SUE OGLESBY, RPR,
CSR(CA), Arizona CCR No. 50178

24

25