SEALED BY COURT ORDER

UNITED STATES DISTRICT COURT

for the

Northern	n District of California
United States of America v. Ayman Shahid) Case No. CR-14-00271-JST)
Defendant	_)
ARR	EST WARRANT
To: Any authorized law enforcement officer	
YOU ARE COMMANDED to arrest and bring (name of person to be arrested) AYMAN S who is accused of an offense or violation based on the f	
	Information □ Superseding Information □ Complaint lease Violation Petition □ Violation Notice □ Order of the Court
This offense is briefly described as follows:	
18:1344 and 1349 Conspiracy to comm 18:1344 Bank fraud	nit bank fraud
Date: May 15, 2014	Issuing officer's signature
City and state: Oakland, CA	Kelly Collins, Deputy Clerk Printed name and title
	Return
This warrant was received on (date) at (city and state)	, and the person was arrested on (date)
Date:	Arresting officer's signature
	Printed name and title

United States District Court

FOR THE NORTHERN DISTRICT OF CALIFORNIA

UNITED STATES OF AMERICA,

V.

14-00271

JST

VENUE: Oakland

SEALED

BY COURT ORDER	AYMAN SHAHID, MAY 1 5 2014 RICHARD W. WIEKIN CLERK, U.S. DISTRICT COL NORTHERN DISTRICT OF CALIN CAKLAND
	DEFENDANT.
INDICTMENT	
18	S. § 1349 – Bank Fraud Conspiracy; U.S.C. § 1344 – Bank Fraud; C. § 982 – Bank Fraud Forfeiture
A true bill	I. Way Foreman
Filed in	Jaces S/15/14
	Bail & No ball warrand

MELINDA HAAG (CABN 132612) United States Attorney

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Defendant.

The Grand Jury charges:

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SY COURT ORDER



RICHARD W. WIEKING

UNITED STATES DISTRICT COURT

NORTHERN DISTRICT OF CALIFORNIA

OAKLAND DIVISION

UNITED STATES OF AMERICA, VIOLATIONS: 18 U.S.C. § 1349 - Bank Fraud Conspiracy; 18 U.S.C. § 1344 - Bank Fraud; 18 Plaintiff, U.S.C. § 982 - Bank Fraud Forfeiture OAKLAND VENUE

AYMAN SHAHID,

INDICTMENT

Introductory Allegations

- At all times relevant to this Indictment, defendant AYMAN SHAHID, an individual, managed Discovery Sales, Inc. ("DSI"), first with the title of Vice President of Sales and later as President. SHAHID resided in Contra Costa County, California, and worked at DSI's office in Concord, California.
- 2. The purpose of DSI was to sell new homes that had been built by affiliated construction companies, including Discovery Builders, Inc. and Albert D. Seeno Construction Co., Inc. ("Seeno Construction").
- 3. DSI had "preferred lender" relationships with Wells Fargo Bank and Chase Bank under which DSI referred potential purchasers to Wells Fargo and Chase for the purpose of obtaining home

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mortgage loans. DSI also referred potential purchasers to other lending institutions, including Bank of America, Countrywide Bank, and GMAC. Wells Fargo, Chase, Bank of America, Countrywide Bank, and GMAC were federally insured financial institutions.

The Scheme to Defraud

4. From no later than approximately November 2006 until approximately October 2008, SHAHID and others devised and executed a scheme to defraud various financial institutions and other mortgage lenders by means of materially false and fraudulent pretenses, representations, and promises, and by omissions and concealment of material facts. Specifically, SHAHID and others fraudulently caused financial institutions and other mortgage lenders to make residential home mortgage loans to purchasers of homes sold by DSI based on false and misleading loan applications, and in amounts greater than the properties' true market value. The aggregate sales price of these properties was in excess of \$227 million. As a result of the actions of SHAHID and others working with him, mortgage loans having a value in excess of \$154 million went into foreclosure or short sale proceedings.

Means and Methods

- 5. Prior to 2007, Discovery Builders and Seeno Construction established bank lines of credit from which they could draw funds for the purpose of financing new residential construction projects.
 The availability of a line of credit was based in part on the sales price of completed homes. SHAHID, as president of DSI, was responsible for selling completed homes.
- 6. When the real estate market declined in 2007, the price of new homes in Contra Costa County and Alameda County decreased sharply. The 2007 decline in the real estate market raised the prospect that the lines of credit that Discovery Builders and Seeno Construction had established would be decreased or eliminated. SHAHID devised ways for DSI to sell homes at inflated prices for the purpose of shielding Discovery Builders and Seeno Construction from the impact of the downturn.
- 7. The principal means and methods used by SHAHID and others to accomplish the conspiracy were as follows:
- a. <u>False promises and representations</u>. SHAHID made material false promises and representations to financial institutions regarding the nature of the incentive programs being used by DSI to induce home buyers to make purchases. SHAHID also made material false representations to

INDICTMENT

financial institutions regarding DSI's policies and practices regarding sales to investors and commissions paid to real estate agents.

- b. <u>Undisclosed simultaneous purchases</u>. SHAHID encouraged and authorized the simultaneous sale of multiple homes to single buyers, funded by loans from different lenders. The sales were timed so that each lender would not know about the other pending sale or sales and would, therefore, not know the borrower's true debt portfolio. The buyers, who included employees of DSI, routinely and falsely represented to the lenders that they would own and occupy each of the residences. SHAHID directed and authorized significant incentives to buyers of multiple homes for the purpose of encouraging them to make the purchases; these incentives were not disclosed to the lenders.
- c. Undisclosed down payment assistance. SHAHID encouraged and authorized the payment of money to home purchasers as down payment assistance so that the purchasers would qualify for mortgage loans. SHAHID understood and agreed that these payments were required to be disclosed to the mortgage lenders. SHAHID further understood that these payments could not be gifts, but were required to be legitimate loans secured by properties other than the new home being purchased. SHAHID, however, concealed these payments from the lenders by, among other things, instructing that they not appear as part of the sales contracts and not be disclosed to appraisers. SHAHID also knew that these payments were essentially gifts rather than legitimate loans, because the borrowers were often not required to pay them back and the purported loans were rarely secured by existing homes. SHAHID knew that lenders would not approve mortgage loans if the true down payment incentive had been disclosed.
- d. <u>Undisclosed mortgage assistance</u>. SHAHID created the "Existing Mortgage Assistance Program" (EMAP) for the purpose of encouraging existing homeowners to buy a DSI property without first selling their existing home. The amount of the monthly payment was supposed to match the actual mortgage due on the existing home. SHAHID and others, however, approved EMAP payments that materially exceeded the buyers' mortgage payments. The EMAP program was to be limited to borrowers who actually owned an existing home. SHAHID and others, however, authorized EMAP payments to buyers who did not own another home. The EMAP payments were not to be sold to investors, but only to buyers who were to occupy the new DSI home. SHAHID, however, authorized

EMAP payments to borrowers who were making multiple simultaneous home purchases. The EMAP payments were not to exceed \$1,500 per month. SHAHID, however, authorized EMAP payments greater than this amount. SHAHID and others intentionally concealed EMAP incentive payments from mortgage lenders because he knew that lenders would not approve loans if the incentives were disclosed.

- e. <u>Undisclosed excessive referral fees</u>. SHAHID authorized the payment of inflated commissions to real estate agents representing purchasers. SHAHID represented to lenders that DSI capped referral fees, also called "co-broker" fees, at 6%. SHAHID, however, routinely approved payments to third-party real estate agents significantly in excess of 6%. SHAHID knew that lenders would not approve loans that involved excessive referral fees to real estate agents. SHAHID instructed DSI employees to conceal these fees from lenders by not including the fees in sales contracts and not informing appraisers of the fees.
- f. <u>Undisclosed gifts to buyers</u>. SHAHID authorized giving gift cards and money payments to home purchasers to provide an incentive for them to purchase DSI homes. These gifts and payments were not disclosed to mortgage lenders.
- 8. In furtherance of their scheme, SHAHID and others made material misrepresentations and took steps to conceal material facts from financial institutions, including the following:
- a. On or about January 18, 2007, SHAHID instructed DSI employees that "broker fees should not be noted on addendum."
- b. On or about September 22, 2007, a DSI employee, J.S., at SHAHID'S direction, sent an internal email in which she stated that incentives should not be revealed to appraisers. The email states, "In some cases telling the appraiser that we are giving huge incentives have killed our deals." SHAHID replied to the J.S. email and informed DSI employees that broker fees also should not be revealed to appraisers. A DSI employee, C.H., replied to SHAHID's email and stated, "Offering up incentive information to the appraisers has destroyed the scheduled closings on two homes in the last couple weeks and we have been fighting to get new comps to appraisers this week."
- c. On or about October 15, 2007, a DSI employee, R.V., sent an email to SHAHID and others in which she discussed a simultaneous purchase by a single buyer and expressed concern that the simultaneous purchase would be discovered by one of the lenders.

- d. On December 6, 2007, SHAHID sent an email to Wells Fargo in which he made representations regarding DSI's sales policies. SHAHID and DSI did not, thereafter, follow those policies in connection with loans funded by Wells Fargo.
- e. On December 20, 2007, SHAHID sent an email to the DSI sales staff and to Wells Fargo in which he stated that DSI notes would not be forgiven. On December 21, 2007, SHAHID signed a promissory note with a DSI buyer in which he agreed that the down payment loan would be forgiven.
- f. On or about December 27, 2007, SHAHID deleted information regarding an excessive co-broker fee from a sales contract addendum before it was submitted to the lending institution.
- g. On or about March 1, 2008, SHAHID signed a contract with Chase in which he represented that Discovery Homes and Seeno Construction, acting through DSI, would inform Chase in writing of any incentives provided to home purchasers seeking loans from Chase. Thereafter, DSI did not inform Chase in writing of incentives provided to DSI buyers who were applying for Chase mortgage loans.
- h. On or about July 22, 2008, SHAHID authorized the payment of \$25,000 to a buyer in lieu of an American Express gift card in the same amount that had been promised to the buyer.
- i. On or about January 25, 2008, SHAHID signed six Warranty of Sales documents to Wells Fargo in which he represented that only two homes in Monte Vista Villas, a new home development, had been sold to a second home/investment purchaser. SHAHID knew that many more than two homes in Monte Vista Villas had been sold to investors who did not intend to use the home as a residence.
- j. SHAHID signed internal sales worksheets for each of the home purchases alleged in Counts 2 through 16, below. The incentive and co-broker payments SHAHID approved for each of these transactions was not disclosed to the financial institutions that funded the loans.

COUNT ONE: 18 U.S.C. §§ 1344 and 1349 (Conspiracy to Commit Bank Fraud)

- 9. Paragraphs 1 to 8 are realleged and incorporated herein by reference.
- 10. Between in or about January 2007 and October 2008, in the Northern District of

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California and elsewhere, the defendant,

AYMAN SHAHID,

and others did knowingly conspire to execute and attempt to execute a scheme and artifice to defraud, and to obtain money from financial institutions and others by means of material false and fraudulent pretenses, representations, and promises, and by omission and concealment of material facts, in violation of Title 18, United States Code, Section 1344, all in violation of Title 18, United States Code, Section 1349.

COUNTS TWO THROUGH SIXTEEN: 18 U.S.C. § 1344 (Bank Fraud)

- 11. Paragraphs 1 to 8 are realleged and incorporated here by reference.
- 12. On or about the dates set forth below, in the Northern District of California and elsewhere, the defendant,

AYMAN SHAHID,

did knowingly execute and attempt to execute a scheme to defraud and to obtain money by means of material false and fraudulent pretenses, representations, and promises, and by omissions and concealment of material facts, by procuring and aiding, abetting and willfully causing the following home mortgage loans to be procured from financial institutions for the purchase of DSI homes, in violation of Title 18, United States Code, Sections 1344 and 2.

Count	Date	Address	Borrower	Financial Institution
2	April 24, 2007	1908 Cinnamon Ridge	S.A.	JP Morgan Chase
3	October 2, 2007	141 Omega Lane	F.S.	JP Morgan Chase
4	October 26, 2007	5003 Havenrock Court	J.M.	JP Morgan Chase
5	November 1, 2007	5213 Star Thistle Way	J.M.	Wells Fargo Bank
6	November 7, 2007	6142 Old Quarry Loop	S.T.	Bank of America / US Bank
7	February 22, 2008	12 Leila Court	G.E.	JP Morgan Chase
8	March 20, 2008	6421 Blue Rock Court	F.C.	Bank of America
9	April 25, 2008	6007 Old Quarry Loop	R.H.	Bank of America

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10	April 30, 2008	725 Greentree	D.B.	GMAC
11	May 16, 2008	3840 Stafford Springs Way	C.L.	JP Morgan Chase
12	May 19, 2008	3844 Stafford Springs Way	N.L.	JP Morgan Chase
13	May 30, 2008	1977 Canyon Oaks Circle	C.H.	Wells Fargo Bank
14	June 26, 2008	3852 Stafford Springs Way	C.L. & N.L.	Bank of America
15	June 30, 2008	1981 Canyon Oaks Circle	C.H.	Countrywide Bank
16	June 30, 2008	577 Lexington	D.B.	GMAC

All in violation of Title 18, United States Code, Section 1344.

COUNT SEVENTEEN: 18 U.S.C. § 1344 (Bank Fraud)

- 13. Paragraphs 1 to 8 are realleged and incorporated here by reference.
- On or about November 19, 2007, in the Northern District of California, the defendant,
 AYMAN SHAHID,

did knowingly execute and attempt to execute a scheme to defraud and to obtain money by means of material false and fraudulent pretenses, representations, and promises to, and by omissions and concealment of material facts from Bank of America, a financial institution.

- 15. Specifically, SHAHID applied for a mortgage loan from Bank of America to purchase a home at 1575 Rio Verde Drive, Pittsburg, California. SHAHID received a \$147,680 lump sum mortgage assistance payment that he concealed from Bank of America. SHAHID also falsely stated to Bank of America that he had a \$100,000 certificate of deposit and provided an altered copy of that certificate of deposit to Bank of America.
- 16. As a result of this loan application, SHAHID obtained a loan from Bank of America in the amount of \$875,084. SHAHID defaulted on the loan and Bank of America suffered a loss of approximately \$440,000.

All in violation of Title 18, United States Code, Section 1344.

COUNT EIGHTEEN: 18 U.S.C. § 1344 (Bank Fraud)

17. Paragraphs 1 to 8 are realleged and incorporated here by reference.

INDICTMENT

INDICTMENT

d. has been substantially diminished in value; or has been commingled with other property which cannot be divided without difficulty, e. the United States of America shall be entitled to forfeiture of substitute property pursuant to Title 21, United States Code, Section 853(p), as incorporated by Title 18, United States Code, Section 982(b)(1) and Title 28, United States Code, Section 2461(c). All pursuant to Title 18, United States Code, Section 982(a)(2)(A); Title 21, United States Code, Section 853(p); Title 28, United States Code, Section 2461(c); and Rule 32.2 of the Federal Rules of Criminal Procedure. DATED: My 15, 2014 A TRUE BILL. MELINDA HAAG United States Attorney Chief, Criminal Division (Approved as to form: AUSAs Hemann and Luskey

DEFENDANT INFORMATION RELATIVE TO	A CRIMINAL ACTION - IN U.S. DISTRICT COURT
BY: COMPLAINT INFORMATION INDICTMENT	Name of District Court, and/or Judge/Magistrate Location
OFFENSE CHARGED SUPERSEDING	
COUNT 1: 18 U.S.C. § 1349 — Conspiracy to Commit Bank Petty Fraud	OAKLAND DIVISION MAY 15 2014
COUNTS 2-18: 18 U.S.C. § 1344 — Bank Fraud Misdemeano	NORTHERN DISTRICT OF CALIFORNIA
PENALTY: Maximum term of 30 years imprisonment Maximum term of 5 years supervised release Maximum fine of \$1,000,000 Mandatory special assessment of \$100	DISTRICT COURT NUMBER
PROCEEDING	IS NOT IN CUSTODY
Name of Complaintant Agency, or Person (& Title, if any)	Has not been arrested, pending outcome this proceeding. 1) X If not detained give date any prior summons was served on above charges
FBI Special Agent Steven Coffin	
person is awaiting trial in another Federal or State Court, give name of court	2) Is a Fugitive
	3) Is on Bail or Release from (show District)
this is a reprosecution of charges previously dismissed which were dismissed on motion of: U.S. ATTORNEY DEFENSE	IS IN CUSTODY 4) On this charge 5) On another conviction Federal State 6) Awaiting trial on other charges If answer to (6) is "Yes", show name of institution
this prosecution relates to a pending case involving this same defendant MAGISTRATE CASE NO.	Has detainer Yes If "Yes" give date filed
prior proceedings or appearance(s) before U.S. Magistrate regarding this defendant were recorded under	DATE OF Month/Day/Year ARREST Or if Arresting Agency & Warrant were not
Name and Office of Person Furnishing Information on this form MELINDA HAAG	DATE TRANSFERRED Month/Day/Year TO U.S. CUSTODY
☑ U.S. Attorney ☐ Other U.S. Agency	
Name of Assistant U.S. Attorney (if assigned) Asst U.S. Atty Randy Luskey	This report amends AO 257 previously submitted
	DRMATION OR COMMENTS
PROCESS:	Bail Amount: NO BAIL
SUMMONS NO PROCESS* WARRANT If Summons, complete following: Arraignment Initial Appearance	* Where defendant previously apprehended on complaint, no new summons or
Arraignment Initial Appearance Defendant Address:	warrant needed, since Magistrate has scheduled arraignment
Defendant Address.	Date/Time: Before Judge:
Comments:	

1 MELINDA HAAG (CABN 132612) United States Attorney 2 J. DOUGLAS WILSON (DCBN 412811) 3 Chief, Criminal Division 4 RANDY S. LUSKEY (CABN 240915) SY COURT ORDER Assistant United States Attorney RICHARD W. WIEKING CLERK, U.S. DISTRICT COURT NORTHERN DISTRICT OF CALIFORNIA 5 450 Golden Gate Ave., Box 36055 6 San Francisco, California 94102 Telephone: (415) 436-7200 7 Fax: (415) 436-7234 E-Mail: randall.luskey@usdoj.gov 8 9 Attorneys for Plaintiff 10 11 UNITED STATES DISTRICT COURT 12 NORTHERN DISTRICT OF CALIFORNIA 13 OAKLAND DIVISION JST 14 CR14-00271 15 UNITED STATES OF AMERICA. Plaintiff. SEALING APPLICATION AND SEALING 16 ORDER 17 VS. **UNDER SEAL** 18 AYMAN SHAHID, 19 Defendant. 20 21 The United States requests that the Indictment and Penalty Sheet in the above-captioned case 22 filed with the court on May 15, 2014 together with this application, and this Court's sealing order, be 23 kept under seal until further order of the Court, with the exception that the Clerk's office may provide a 24 copy of the Indictment and Penalty Sheet to the U.S. Attorney's Office and agents of the Federal Bureau 25 of Investigation. The sealing application is requested to facilitate the arrest of defendant. 26 27 28

SEALING APPLICATION & ORDER

1	WHEREFORE, I respectfully request that the Court issue an order granting this application.			
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3	DATED: May 15, 2014 Respectfully submitted,			
4	MELINDA HAAG United States Attorney			
5	V, 1/ -			
6	RANDY LUSKEY			
7	Assistant United States Attorney			
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9	ORDER			
10	For good cause shown, IT IS HEREBY ORDERED THAT:			
11	The Indictment and Penalty Sheet in the above-captioned case filed with the court on May 15,			
12	2014, together with this application, and this Court's sealing order, shall be filed under seal until further			
13	order of the Court, with the exception that the Clerk's office may provide a copy of the Indictment and			
14	Penalty Sheet to the U.S. Attorney's Office and agents of the Federal Bureau of Investigation.			
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16	5/5/14			
17	DATED: HONORABLE DONNA M. RYU			
18	UNITED STATES MAGISTRATE JUDGE			
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SEALING APPLICATION & ORDER

SEALED COURT ORDER

United States District Court Northern District of California

FILED
MAY 1 5 2014

CRIMINAL COVER SHEET

RICHARD W. WIEKING CLERK, U.S. DISTRICT COURT NORTHERN DISTRICT OF CALIFORNIA

<u>Instructions</u>: Effective January 3, 2012, this Criminal Cover Sheet must be completed and submitted, along with the Defendant Information Form, for each new criminal case.

Case Name: USA v. AYMAN SHAHID	CR14	Case Number: JST
Total Number of Defendants:	2-7 8 or more	Is This Case Under Seal? Yes ✓ No
Does this case involve ONLY cl	No No V.S.C. § 1325 and/or 1326?	
Venue (Per Crim. L.R. 18-1): SF OAK	SJ EUR MON	
Is any defendant charged with Yes	a death-penalty-eligible crime?	Assigned AUSA (Lead Attorney): RANDY LUSKEY
Is this a RICO Act gang case? Yes	No 🗸	Date Submitted: MAY 15, 2014
Comments:		