

## WISCONSIN DEPARTMENT OF SAFETY AND PROFESSIONAL SERVICES



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STATE OF WISCONSIN  
BEFORE THE DEPARTMENT OF SAFETY AND PROFESSIONAL SERVICES

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IN THE MATTER OF

STEVEN KOUTSANTONIS AND  
CEDAR WILLIAM,  
RESPONDENTS.

:  
: ADMINISTRATIVE INJUNCTION  
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:  
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**ORDER 0008798**

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Division of Legal Services and Compliance Case No. 21 UNL 051 (REB)

The parties to this action for the purpose of Wis. Stat. § 227.53 are:

Steven Koutsantonis  
Great Neck, NY 11021

Cedar William  
Great Neck, NY 11021

Wisconsin Department of Safety and Professional Services  
P.O. Box 8366  
Madison, WI 53708-8366

Division of Legal Services and Compliance  
Wisconsin Department of Safety and Professional Services  
P.O. Box 7190  
Madison, WI 53707-7190

The parties in this matter agree to the terms and conditions of the attached Stipulation as the final disposition of this matter, subject to the approval of the Wisconsin Department of Safety and Professional Services (Department). The Department has reviewed this Stipulation and considers it acceptable.

Accordingly, the Department adopts the attached Stipulation and makes the following Findings of Fact, Conclusions of Law and Order.

FINDINGS OF FACT

1. Respondent Steven Koutsantonis is not and has never been licensed as a real estate salesperson in the State of Wisconsin.
2. Respondent Cedar William is not and has never been licensed as a real estate business entity in the State of Wisconsin.
3. Respondent Koutsantonis is the owner of Respondent Cedar Williams, and a licensed real estate broker in New York.

4. On June 15, 2021, the Department received a complaint alleging that Respondents were advertising a property in Milwaukee, Wisconsin without possessing the proper credentials. The Division of Legal Services and Compliance (DLSC) subsequently opened Case Number 21 UNL 051 (REB) for investigation.

5. On June 16, 2021, the Department contacted Respondent Koutsantonis to request a response to the complaint.

6. On June 21, 2021, Respondents signed a WB-28 Cooperative Agreement with a Wisconsin real estate broker.

7. On June 21, 2021, Respondent Koutsantonis responded to the Department and stated that as a partial owner of the property he believed that he could sell the property without a Wisconsin license. Respondent also provided a copy of the WB-28 Cooperative Agreement.

8. In October 2022, Respondents sold the subject property.

9. On March 6, 2023, the Department contacted Respondent Koutsantonis to request additional information, and to inform him that he cannot advertise a Wisconsin property listing in Wisconsin, even with a cooperative agreement.

10. On March 13, 2023, Respondent Koutsantonis provided a copy of the listing agreement, which was entered into directly between Respondents and the seller. The listing agreement had not been signed until June 22, 2021.

11. On May 1, 2023, Respondent Koutsantonis confirmed that Respondents had not bought or sold any property in Wisconsin since the sale of the subject property.

12. Respondents agree to resolve this matter with the following Conclusions of Law and Order.

#### CONCLUSIONS OF LAW

1. The Wisconsin Department of Safety and Professional Services has jurisdiction in this matter pursuant to Wis. Admin. Code ch. SPS 3 and Wis. Stat. § 440.21, and is authorized to enter into the attached Stipulation and Order pursuant to Wis. Stat. § 227.44(5).

2. Respondents violated Wis. Stat. §§ 452.03 and 452.137(2), by engaging in the business of a real estate broker in the state of Wisconsin without a license, and without following the requirements for out-of-state brokers.

#### ORDER

1. The attached stipulation is accepted.

2. Respondents are enjoined and prohibited from practicing as a real estate salesperson, broker and/or real estate business entity, or using any title or designation which represents or may tend to represent that Respondents are licensed as a real estate salesperson, broker and/or real estate business entity in the State of Wisconsin, unless:

- a. Respondents obtain Wisconsin licensure as a real estate salesperson, broker and/or real estate business entity, as necessary.

OR

- b. Respondents fully comply with all requirements of Wis. Stat. § 452.137 in any transaction in which they are acting as an out of state broker in a cooperative agreement with a Wisconsin licensed broker.
3. Respondents shall provide a copy of this Administrative Injunction with any application submitted by either Respondent for a credential issued by the Department.
4. If the Department determines that there is probable cause to believe that Respondents have violated any terms of this Administrative Injunction, the Department may refer the violations to the appropriate prosecutorial unit for review for criminal charges.
5. Violation of this special order may result in a forfeiture of up to \$10,000 for each day of violation. See Wis. Stat. § 440.21(4)(a).

WISCONSIN DEPARTMENT OF SAFETY AND PROFESSIONAL SERVICES

Issued at Madison, Wisconsin, this 8th day of October 2023.

By: Aloysius Rohmeyer  
Aloysius Rohmeyer, Chief Legal Counsel  
On behalf of the Department

STATE OF WISCONSIN  
BEFORE THE DEPARTMENT OF SAFETY AND PROFESSIONAL SERVICES

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IN THE MATTER OF

STEVEN KOUTSANTONIS AND  
CEDAR WILLIAM,  
RESPONDENTS.

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STIPULATION

**ORDER 0008798**

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Division of Legal Services and Compliance Case No. 21 UNL 051 (REB)

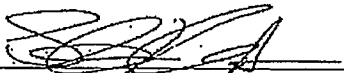
Respondents Steven Koutsantonis and Cedar William and the Division of Legal Services and Compliance, Department of Safety and Professional Services stipulate as follows:

1. This Stipulation is entered into as a result of a pending investigation by the Division of Legal Services and Compliance. Respondents consent to the resolution of this investigation by Stipulation.
2. Respondents understand that by signing this Stipulation, Respondents voluntarily and knowingly waive the following rights:
  - the right to a hearing on the allegations against Respondents, at which time the State has the burden of proving those allegations by a preponderance of the evidence;
  - the right to confront and cross-examine the witnesses against Respondents;
  - the right to call witnesses on Respondents' behalf and to compel their attendance by subpoena;
  - the right to testify on Respondents' own behalf;
  - the right to file objections to any proposed decision and to present briefs or oral arguments to the officials who are to render the final decision;
  - the right to petition for rehearing; and
  - all other applicable rights afforded to Respondents under the United States Constitution, the Wisconsin Constitution, the Wisconsin Statutes, the Wisconsin Administrative Code, and other provisions of state or federal law.
3. Respondents are aware of Respondents' right to seek legal representation and have been provided an opportunity to obtain legal counsel before signing this Stipulation.
4. Respondents agree to the adoption of the attached Administrative Injunction by the Department. The parties to the Stipulation consent to the entry of the attached Administrative Injunction without further notice, pleading, appearance or consent of the parties. Respondents waive all rights to any appeal of the Department's Administrative Injunction, if adopted in the form as attached.
5. In the event that the Stipulation is not accepted by the Department, the parties agree not to contend that the Department has been prejudiced or biased in any manner by the consideration of this attempted resolution.


6. The parties to this Stipulation agree that the attorney for the Department of Safety and Professional Services may appear before the Department for the purposes of speaking in support of this agreement and answering questions that the Department may have in connection with deliberations on this Stipulation.

7. Respondents are informed that should the Department adopt this Stipulation; the Department's Administrative Injunction is a public record and will be published in accordance with standard Department procedure.

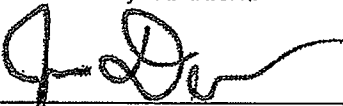
8. The Division of Legal Services and Compliance joins Respondents in recommending the Department adopt this Stipulation and issue the attached Administrative Injunction.

  
Steven Koutsantonis, Respondent  
Great Neck, NY 11021

8/21/2023  
Date

  
Cedar William, Respondent  
By: Steven Koutsantonis, Principal  
Great Neck, NY 11021

8/21/2023  
Date

  
Jon Derenne, Attorney  
Division of Legal Services and Compliance  
P.O. Box 7190  
Madison, WI 53707-7190

8/23/2023  
Date