



SACRAMENTO REALTOR®

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APRIL 2012

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

SAR Masters Club Looks Toward a "Giant" Year

A sell-out crowd seemed to agree, "Together we are giants!" as they applauded 2012 Masters' Club officers and Members at the annual awards luncheon in March.

Baseball fan Erin Attardi, Dunnigan, REALTORS®, was installed as President. Other 2012 officers are Steve Galster, Weichert, REALTORS®-Galster Group, President-elect; Luis Sumpter, BHG Mason-McDuffie RE, Secretary/Treasurer; and Ted Russert, Lyon Real Estate, Immediate Past President.

Doug Covill, immediate past president of SAR and a past president of the Masters Club, installed the officers and members of the steering committee: Andrew Avalos, RE/MAX Gold; Judy Black, Coldwell Banker; Robyn DeLong, Coldwell Banker; Joan Dunn, BHG Mason-McDuffie RE; Kelli Foley, Trillium Real Estate; Susan Harrold, Lyon Real Estate; Meg Heede, RE/MAX Gold; Lori Logan, Keller Williams Realty; Patti Martinez, Lyon Real Estate; George Mijares, GM Realty; David Sirsi, Connect Realty; Dianne Slutsky, Sellstate Realty First; Steve Streng, Streng Realty; Kellie Swayne, Dunnigan, REALTORS®; Marc Traverse, Coldwell Banker; Linda Wood, Dunnigan, REALTORS®.

The sponsors of the luncheon were: Big Valley Mortgage, Vitek Mortgage Group, Placer Insurance Agency, First American Home Buyers Protection Corporation and Twin Termite Pest Control and Construction.

Each year, Masters Club Members must achieve a level of excellence – in both dollar volume and number of closed transactions – to maintain Membership. Masters Club REALTOR® education programs, networking opportunities, and community service enhance the competency, professionalism and productivity of its Members. To qualify, a REALTOR® must have eight transaction ends and \$3 million in production, or 25 closed ends.



Outgoing Masters Club President, Ted Russert, Lyon Real Estate, is honored for his tenure and leadership



Newly installed President, Erin Attardi (left) congratulates Ann Worthington with Dunnigan, REALTORS® who has met the production goals required for Masters Club Membership for each of the past 25 years.



Left to right are Mike Lippi, Patrick Lieuw and Jon Nastro.

2012 Masters Club Steering Committee



Steve Galster, Erin Attardi, Luis Sumpter, Dianne Slutsky, Ted Russert, Judy Black, Patti Martinez, Joan Dunn, Linda Wood, Lori Logan, David Sirsi, Susan Harrold, Kelli Foley, George Mijares, Meg Heede, Andrew Avalos, Kellie Swayne, Robyn DeLong



Left to right are Jay Emerson, Virginia Eget, Elizabeth Velasco, Aileen De Leon and Tarra McCurdy.



**Sacramento Association
of REALTORS®**

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The mission of the Sacramento Association of REALTORS® is to enhance the ability of its Members to practice their profession ethically and effectively, to serve the community and to protect private property rights.

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Saturday 9:00 am - 2:30 pm



2012 PRESIDENT



PATRICK LIEUW

Each year REALTORS® recognize the significance of this event and reconfirm our commitment to upholding fair housing laws as well as our commitment to offering equal professional service to all in their search for real property

Federal, state, and local laws make it illegal to discriminate in housing based on a person's protected class. At the federal level, this means race, color, religion, sex, national origin, familial status, and disability. In California, housing discrimination is also illegal based on marital status, ancestry, sexual orientation and source of income.

The Regional Human Rights/Fair Housing Commission (www.hrfh.org) enforces federal and California fair housing regulations in Sacramento. SAR's own Nelson Janes has served as Chair of the advisory board of the Human Rights/Fair Housing commission. They will probably miss him almost as much as we will at SAR.

A representative of the HR/FH Commission serves on the SAR Equal Opportunities Committee. The HR/FH Commission is also a sponsor of this year's Multi-Chamber Mixer, to help emphasize the importance of fair housing to REALTORS®.

In the Code of Ethics, REALTORS® promise not to deny "equal professional services to any person for reasons of race, color, religion, sex, handicap, familial status, or national origin or sexual orientation."

PRESIDENT'S PERSPECTIVE

April 2012 Marks 44th Anniversary of Landmark 1968 Fair Housing Act

To think about what this means in your work, take a look at the Fair Housing Declaration, published by the National Association of REALTORS®. Do you think you live up to this? It is something for all of us to think about.

I agree to:

- Provide equal professional service without regard to the race, color, religion, sex, handicap, familial status, national origin or sexual orientation of any prospective client, customer, or of the residents of any community.
- Keep informed about fair housing law and practices, improving my clients' and customers' opportunities and my business.
- Develop advertising that indicates that everyone is welcome and no one is excluded; expanding my client's and customer's opportunities to see, buy, or lease property.

- Inform my clients and customers about their rights and responsibilities under the fair housing laws by providing brochures and other information.
- Document my efforts to provide professional service, which will assist me in becoming a more responsive and successful REALTOR®.
- Refuse to tolerate non-compliance.
- Learn about those who are different from me, and celebrate those differences.
- Take a positive approach to fair housing practices and aspire to follow the spirit as well as the letter of the law.
- Develop and implement fair housing practices for my firm to carry out the spirit of this declaration.

Be sure to come to the Multi-Chamber Mixer on April 19 where you can learn more and have fun, meet people and win prizes while you're there.

Sac PD Offers Vacant Home Safety Tips at Public Issues Forum

The Public Issues Forum heard from Sergeant Eric Walker with the Sacramento Police Department in February. Sgt. Walker spoke about the prison realignment, which is moving people from state prisons to county jails in an attempt to reverse prison overcrowding, the State's budget deficit, and the issues local jurisdictions are facing.

Attendees also learned about home safety for vacant properties: use a home alarm if there is one, keep the lawn maintained, and ask for police volunteers to

drive by the home. If people are in a property, the REALTOR® should call the police, he said. "You may need to sign a citizen's arrest form...If you don't sign it, you've wasted police time."

He urged Members to take properties off Craigslist. He recommended taping their own business card inside the front door of a listing so police would know who to call if they need to. He told Members never to identify a property as vacant over the phone or on a sign.

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Sacramento REALTOR® Newsletter

Editor: Judy Wegener
Publisher: Ned Foley, Foley Publications

Design & Layout: Scott Arnold, Foley Publications

To Advertise: Foley Publications - 1-800-628-6983

Editorial Policy

The Sacramento Association of REALTORS® (SAR) welcomes articles of educational interest to its Members. Published articles will feature the author's name, title and company; however, no direct compensation will be paid to the author. SAR reserves the right to edit submitted articles for length, grammar and appropriateness.

Articles will be printed in SAR's publications on a space available basis. Attempt will be made to publish submitted articles in a timely manner; however, submission of an article does not guarantee when, or if, it will be published.



CEO EXCHANGE

SAR and Regional Human Rights/Fair Housing Commission to Host Multi-Chamber Mixer

we generally avoid. Yet the Commission interjects itself into numerous unpleasant situations "in order to achieve and maintain harmony and realize equal opportunity," as stated in its Mission when it formed as a non profit in 1963.

The Commission provides training on federal and state laws that deal with discrimination, disability and housing. Its outreach programs include a tenant-landlord hotline, training for property managers and a Good Neighbor Hotline. It is also a HUD Certified Housing Counseling Agency, providing the counseling required of some first time homebuyers prior to their qualifying for a loan.

In 1981, the non profit became a government agency of the City and County of Sacramento. Since then it has forged agreements with all of the cities in the county and with West Sacramento, establishing satellite offices there and in Citrus Heights, Rancho Cordova and Elk Grove.

A court program is also run by the Commission at the Carol Miller Justice Center. Attorneys there provide dispute resolution services by conducting numerous types of mediations including small claims and unlawful detainer mediations and clinics.

Be sure to stop by Thursday evening, April 19 to meet Commission representatives and to mingle with SAR Members and members of multi-cultural Chambers. The more we understand one another, the more smoothly our lives and transactions run. I'm sure you will learn something that evening while having a good time.



April is Fair Housing Month and each year we partner with the Regional Human Rights/Fair Housing Commission on an event that celebrates diversity and SAR's dedication to fair housing policies for all. I hope that you will join us on the afternoon of April 19, too.

Ever wonder who handles the aftermath of disturbing headlines about hate crimes, discrimination, battling neighbors? Those are the kind of stories that

SAR is Recipient of an Innovation Grant from NAR

The SAR Commercial Division has been awarded an Innovation Grant by NAR for its mentoring program.

Instituted in 2011, the mentor/advice service is for novice commercial practitioners and those needing assistance with a difficult or foreign transaction. The objective is to provide our Members with a mentor who can offer advice concerning marketing, sales, leasing, acquisitions, business ownership, management, disposition of real property, or just basic commercial real estate questions.

The SAR Commercial Division works to provide the small and independent commercial brokers and practitioners with resources similar to what can be received at a traditional, large commercial brokerage and thereby help make them competitive in this challenging marketplace.

With the mentoring program, SAR hopes to be viewed as an industry leader, providing relevant benefits for our Members, prospective Members and the community at large.

Mentoring sessions are private and confidential. They can be in-person at SAR offices, or over the phone. Scheduling is handled by Tony Vicari, (916) 437-1205 or tony@sacrealtor.org. Appointments are available for SAR Members only.

Sac PD Offers Vacant Home Safety Tips at Public Issues Forum

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Sgt. Walker also suggested that Members look themselves up on www.spokeo.com to see how much of their own information is public.

Public Issues Forum is the third Friday of every month at 9:30am and is free and open to all SAR Members. Public and elected officials are scheduled to speak on topics of interest to REALTORS® and their clients.



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GREG BISI



Signs of Housing Recovery on the Rise

materials, paint, lumber, lighting and flooring as well as gutters, roofing and vinyl siding.

Home Depot saw more shoppers, with the number of transactions up 3.6%. Shoppers spent more with the average total sale up 2.4%. Meanwhile, the number of customers who spent more than \$900 in a visit rose 3% as those who spent under \$50 rose just 1.3%.

Good weather and pent-up demand for improvements from recession-weary homeowners may help explain the results. But an unmistakable sense of optimism underlies this activity. Yes, there are always high hopes for housing at this time of year. Yet people generally do not make a big investment in their home unless

they feel they have equity and it is secure. Among other hopeful signs:

- The job market is improving. Last month, unemployment hit its lowest level in three years. The unemployment rate has improved five months in a row.
- Homebuilder sentiment in February climbed to its highest level in nearly five years.
- Housing stocks are soaring. The stock market isn't always right. But it often predicts developments six to nine months down the road—and companies that build houses have seen share prices increase 60% since October. Home Depot stock has rallied in similar fashion, in part because

people who buy homes tend to spend money fixing them up.

- New housing starts in January nearly matched November's three-year high.
- Sensing a turn, big investors are buying mortgage securities as eagerly as they once sold them. "There is light at the end of the tunnel," Kenneth J. Taubes, the head of United States investment for Pioneer Investments, told The New York Times. "The mortgage crisis is getting behind us, and things are getting back to some semblance of normality."
- State and federal authorities have reached a \$26 billion settlement with big banks that is expected to provide some mortgage relief and possibly ease the foreclosure nightmare.

Yes, we've seen false bottoms before. The foreclosure mess, especially, still hangs over the market. But housing downturns like this one end at some point—and most people are surprised when it happens. Keep an eye on mortgage rates. If they start to move up, it may push buyers to act before they miss the lowest rates on record—and then higher prices would follow.

Contact Greg Bisi at Mountain West Financial, (916) 923-5900 with comments or questions.



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COMMITTEE SPOTLIGHT

Marketing/Communications Committee

All great organizations are successful because of their ability to stay in tune with their Members' needs and provide them with what they want. It is no surprise that SAR developed a Marketing/Communications Committee to keep up on the latest and greatest for our Members. In addition to brainstorming ideas for better communications and outreach, the Marketing/Communications Committee also creates and conducts surveys to find out how to help the Membership. With the help of the SAR staff, this committee is able to survey random groups of SAR Members and get their thoughts on what works and what doesn't. A recent survey (results highlighted below) went to over 500 REALTORS® asking their opinion on how SAR is run, what they like, dislike, need and don't need.

Chair: Kellie Swayne; Members: Jamie Rich, Alan Ercolini, Leon Williams, Michael D. Williams and Jeffrey Kyle Groves. Staff Liaisons: Judy Wegner and Janelle Fallan

2012 Membership Survey Results

A recent survey of SAR Members finds that "being part of a supportive community" is a strong need among REALTORS®. The online survey was not conducted anonymously in order to cross reference demographic Member characteristics

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MASTERS CLUB CORNER

Andrew Avalos Leverages Sales Background as Short Sales Specialist

potential with short sales and took a lot of training toward earning his Certified Distressed Property Expert certification.

Prior to lending, he worked in sales management for a large company. It was there that Andrew realized if he wanted to increase his income, he needed to work for himself and produce income based on his own merits.

Andrew has now branded himself a short sales specialist with a support team and his own leased office space. He believes visibility in the immediate community is a key to his success, and continues to door knock

and be involved with Rotary, and his two sons' school, Merryhill. He is very active in school activities, field trips and even finds time to coach baseball.

Andrew says every October he reviews his year-end business and starts a business plan for the next year. He is constantly looking for opportunities around him for new business. "You always have to be ready for change and willing to adapt to it," Andrew believes.

For fun and furthering his community connections, Andrew also belongs to several wine clubs.

MORE THAN A
PROFESSIONAL GOAL



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to find the current Club Criteria.

2012 Membership Survey Results

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and develop a stronger understanding of the different needs of the various subsets of the Membership. The survey results show Members highly value the intangible and difficult-to-quantify benefits such as advocacy and ethics enforcement. An analysis of the survey results by staff and the Marketing/Communication Committee suggests several key areas of improvement for the Association over the next twelve months.

Your staff and elected leaders as well as committee chairs and members will work on:

- Allowing Members to opt-in and/or opt-out of communications and indicate their individual communication preferences
- Developing mobile-optimized versions of its various websites and Members' only portals
- Establishing an Education strategy linking the Conference, Main Meeting and other events to Education goals
- Cautiously offering an Online Education solution
- Endeavoring to welcome Members into a supportive community.

The Association will work toward a greater alignment between break-out session topics and the issues facing the real estate industry and will invite highly sought speakers for our various half-, one-, and multi-day conferences. Also look for improvements in the Association's use of Facebook and Twitter, for example, and the ability to customize the types of information that is sent to you.

The survey was conducted online from December 2011 through January 2012. A random sample of 528 Members was invited to participate with 221 responses (a 42% response rate), resulting in a 6% margin of error. Of respondents: 65% were REALTORS®, 25% were Designated REALTORS® and 10% were Broker Associate REALTORS®; 50% were female, and 50% male; the median age of respondent was 53 years, and the median number of years as a Member of the Association was 7.7 years. The full survey report is available online via the Association's website at [http://www/sacrealtor.org](http://www.sacrealtor.org).



JASON MATA NAMED AS VITEK MORTGAGE GROUP'S SACRAMENTO BRANCH MANAGER



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jmata@teamvitek.com

VITEK Mortgage Group is pleased to announce Jason Mata has recently been named Branch Manager of its Sacramento office. With 15 years of mortgage industry experience, Mr. Mata comes to VITEK after holding various leadership roles. Most recently he was Division Sales Manager at Paramount Equity. Prior to that Mr. Mata was AVP and Branch Manager at Partners Mortgage and SVP/Division Sales Manager at HSBC, one of the largest banks in the nation. He is well versed at growing sales teams and creating partnership relationships.

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CODE OF ETHICS ARTICLE 16

REALTORS® shall not engage in any practice or take any action inconsistent with exclusive representation or exclusive brokerage relationship agreements that other REALTORS® have with clients. (Amended 1/04)

CASE INTERPRETATION: Case #16-10: Continued Contact With Potential Seller Who Enters Into an Exclusive Listing With Another REALTOR®

(Adopted November, 2011.) Reprinted from the Ethics and Arbitration Manual with permission from the National Association of REALTORS®.)

REALTOR® P and Ms. Q had been members of the church choir for several years and had become social friends. One evening after choir practice Ms. Q mentioned that now that her children were grown and out of the family home, she and her husband were seriously considering downsizing. "I'm sure I can help you with that," said REALTOR® P, "I'm going away for the weekend but I'll get in touch with you early next week."

The following Monday evening REALTOR® P called Ms. Q. After exchanging pleasantries, REALTOR® P turned the conversation toward business. "I've identified some comparable sales to show you and I'd like to come over and visit with you and your husband to discuss listing your home," she said. After a lengthy pause, Ms. Q shared with REALTOR® P that her husband had been very anxious to get started and over the weekend they had visited several local real estate brokerages and had listed their home with REALTOR®

B. "I hope you understand," said Ms. Q, "my husband makes all of our business decisions and he was very impressed with REALTOR® B and his plans for selling our house." REALTOR® P responded positively telling Ms. Q, "I know REALTOR® B. He'll do a fine job for you. If there is ever anything I can do for you in the future, never hesitate to call me." On that note, REALTOR® P and Ms. Q ended their conversation.

The next afternoon REALTOR® B was at the Q's home placing his "For Sale" sign on their front lawn. Ms. Q invited REALTOR® B into the house for coffee. During their conversation, she mentioned her conversation the evening before with REALTOR® P, commenting, "I was so relieved that REALTOR® P wasn't upset that I didn't list with her. She was very gracious and even suggested that I should call her if she could be of assistance to us in the future." REALTOR® B said nothing about Ms. Q's remark, but after returning to his office, filled out the paperwork necessary to file

an ethics complaint against REALTOR® P, charging her with violating Article 16, as interpreted by Standard of Practice 16-13.

At the hearing convened to consider the complaint, REALTOR® B testified that REALTOR® P had directly contacted his exclusive client, Ms. Q, and after Ms. Q had shared with REALTOR® P the fact that the Q's home had been listed by REALTOR® B, had not immediately terminated their telephone conversation. "Even worse," said REALTOR® B, "REALTOR® P told Ms. Q that she should call her if there was ever anything she could do for her. REALTOR® P's offer to be of assistance 'at any time in the future' was simply a thinly-veiled attempt to convince the Q's to cancel their listing with me and to list with her."

REALTOR® P, testifying in her defense, noted that she did not know the Q's property had been listed by REALTOR® B when she called Ms. Q; that when Ms. Q informed her they had listed their property with REALTOR® B she had responded courteously, professionally, and positively, assuring Ms. Q that REALTOR® B would do a good job for the Qs; and that her offer was simply to be of assistance in future real estate transactions, possibly the purchase of a new home or condominium. "Once I learned that REALTOR® B had listed the Q's property, I ended our telephone conversation as quickly and as politely as I could," concluded REALTOR® P, "I certainly was not trying to interfere in REALTOR® B's exclusive contract with the Qs."

After giving careful consideration to the testimony of both parties, the Hearing Panel concluded that REALTOR® P had not violated Article 16 as interpreted by Standard of Practice 16-13, and that her offer to be of assistance in the future was simply a polite way to end the conversation.

CEO Nelson Janes Leaving SAR to Lead the Greater Las Vegas AOR

After a full decade of leadership with the Sacramento Association of REALTORS®, Nelson Janes has accepted employment as the CEO with the Greater Las Vegas Association of REALTORS®. Janes was CEO with the Greater Albuquerque Board of REALTORS® and the Philadelphia Board of REALTORS® before coming to the Sacramento Association of REALTORS® in 2002. In the past ten years, under Janes' leadership, SAR has grown from 3,613 total Members in 2002 to nearly 5,900 Members today. It is safe to say that he has had a lasting impact on the community at large as well as the local real estate industry.

A heartfelt congratulations to Nelson Janes, our hardworking CEO, in his move to the Greater Las Vegas Association of REALTORS®. SAR has prospered under his direction for the past ten years, becoming the best in California. We all wish him the best and hope he enjoys the Southwest. He will be deeply missed.

– Patrick Lieu, 2012 President

In the five or so years that I have been an active volunteer at SAR, I have so much appreciated Nelson's leadership. He has created and fostered an environment where our elected leadership and other volunteer committee members can thrive.

– Erin Attardi, 2012 Masters Club President

I cannot begin to express how fortunate I feel to have had Nelson as the AE during my year as President, as well as all of my years served on the Executive Committee. He was always available to discuss problems, concerns, or to just brainstorm ideas, and his guidance was critical to me during my year as President. In addition, he assembled a staff second to none in the State of California, and probably the country. That is a clear testament to his great leadership and ability to run a very successful association. He also became my friend and we shared a lot of stories and laughs. That is what I will miss the most. I will always remember him and be grateful that he was a very special part of my life. Good luck to you Nelson, but we will miss you very much.

– Leigh Rutledge, 2006 President

Nelson arrived at SAR a week after my husband had passed away. I was SAR Treasurer at the time. His handling of the situation was very much appreciated. Watching him working the rooms at CAR and NAR was very enlightening. He made sure he met everyone he could and, of course, he already knew a lot of people there. His professionalism is outstanding. He did an outstanding job for us here both with the Association and by his reaching out and meeting people in the community. He will be greatly missed.

– Nancy Arndorfer, 2004 President



Nelson Janes (center), shown here with Caylyn Brown (left) and Eric Rasmusson (right) will remain with SAR as its CEO through the end of April.



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State Legislation: The Good, the Bad, and the Ugly

We are now in the second year of the two-year legislative cycle and as always there are numerous interesting policy discussions surrounding the State's budget, a ballot initiative to raise more revenue to help balance the budget, and who should pay the majority of this proposed new revenue. Many other policy discussions are occurring that don't appear in the newspaper, yet would have a big impact on real estate.

Last month this column highlighted the City of Sacramento's recently passed climate action plan, and the extended contentious negotiations to keep point of sale out of this plan. Other local jurisdictions throughout California have not been so lucky, and have had point of sale ordinances on their books for years. Existing law prohibits required energy efficiency retrofits from unreasonably or unnecessarily affecting the home purchase process. What this actually means is left to interpretation, so we are still fighting point of sale proposals on the state and local level every year. As REALTORS® who help clients through the buying and selling process, you understand how point of sale would unreasonably affect the home purchase process, even canceling transactions. But, for people who write legislation for a living, requiring a home energy rating or a low flow toilet be installed before a home can close escrow may sound

like a simple thing. For these reasons the California Association of REALTORS® has introduced Assembly Bill 1711 (Galgiani), which if passed will define "unreasonable and unnecessary effects" to include any additional upfront costs, time delays, or retrofits where the cost of implementation cannot be recovered over the life of the retrofit. If passed, the bill would essentially make point of sale illegal. This bill could cause a contentious battle in the Legislature, but if passed would be a big win for private property rights in California. Everyone wants to be green, but families' budgets are limited particularly in this economy.

And along with the helpful legislation REALTORS® try to pass, there are always the bad bills we must defeat as well. This year is no exception. A bill currently in the Senate would enact the Housing Opportunity and Market Stabilization (HOMeS) Act of 2012. It would require a flat \$75 per document recording fee on every real estate related document recorded. With at least three documents in most transactions, this would increase the cost of every real estate transfer by at least \$225. This proposal is a result of the depletion of current housing bond funds, and recognition of their unavailability and expense. The affordable housing community has been working on establishing a permanent funding source for affordable housing. C.A.R.

opposes this bill because it adds an additional financial burden to all home sales and places the entire responsibility for funding California's affordable housing and shelter needs on those who sell, purchase, or transfer real property, rather than on society as a whole.

For some time, analysts who watch the State budget have suggested the State should lower the sales tax rate and expand it to include services, to increase revenue for the State. A bill introduced in the Assembly would do just that. The current state sales tax is 6.25%, plus any local additions on the sale of tangible personal property. Assembly Bill 1963 proposes to, among other things, lower the existing sales tax to 4% and extend that to all services except: necessary medical services, education, automotive repair, tax preparation and filing, licensed legal services, and services related to agriculture or livestock. There are numerous elements in a real estate transaction which would be considered services: title and escrow, pest inspections, home inspections and use of a REALTOR®. This would dramatically increase the cost of buying a home for consumers. C.A.R. is seeking to amend this bill to exempt services related to real estate from this measure. Shelter and housing are just as much of an essential service as medical care and timely filing of one's taxes.

While these are not the only bills that C.A.R. is sponsoring, or opposing by any means, they are the most notable. The legislative process has just begun, so it is certain they will all face many amendments in committee and on the floor. Stay tuned for more information on all of these, and other measures.





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SAR EDUCATIONAL OFFERINGS

DATE	TIME	CLASS	COST	TOPIC	INSTRUCTOR
April 13	9:00am - 1:00pm	Avoiding the Pitfalls of the RPA	\$15	A session within the RETI series • Courses are designed for new or returning agents • 15 great educational sessions • Taught by seasoned SAR Members • Only \$99 for the series if you pay by March 15; \$110 after	Deniece Ross-Francom
April 17	9:00 – 11:00am	Marketing to Investors & 1031 Exchanges	\$35	Topics include: • 1031 Exchange Strategies • Reverse Exchanges • The Exchange Equation • Marketing to investors using 1031	Bill Angove
April 18	11:30am - 1:00pm	New Developments and Guidance for Key Deal-Making Documentation	\$10	Topics include: • "Free look" • "As is" provisions • Non-refundable deposits • Liquidated damages • Time is of the essence • Duties to disclose • Fatal flaws in documentation	
April 20	9:00am - 1:00pm	Listing Agreements and Disclosures	\$15	A session within the RETI series • Courses are designed for new or returning agents • 15 great educational sessions • Taught by seasoned SAR Members • Only \$99 for the series if you pay by March 15; \$110 after	Dave Tanner
April 24	12noon – 1:30pm	Lunch & Learn – Country Property & Land Issues	\$10	Topics include: • Country Homes - septic, pumps, prescriptive easements, lot splits, fences, environmental issues • Land Sales - zoning, value, land divisions, use environmental issues, rezones, General Plan amendments, Swainson's Hawks, Wetlands etc.	Gil Albiani
April 24	2:00 – 4:00pm	Social Media Management and Marketing	\$29	Topics include: • Creating your own custom Facebook Business Page • Growing your Facebook Fan Base – fast • Getting others to post and manage your Facebook page • Posting once and linking to all your Social Media sites • Finding blogging material • Creating your own Facebook ad • Getting business using Facebook ads • Getting your social media marketing done for you	Sue Gibson
April 25	9:00am – 12noon	Short Sale Seminar	\$10	Topics include: • Know how and what is negotiable now • Use techniques and guidelines to get your Short Sales approved • Approach your homeowners with the right information • Know what the banks are looking for from you • Have the bank send you referrals • Identify the right Short Sales to pursue	Bob McManus
April 27	9:00am - 1:00pm	Structural Pest Control, Life of an Escrow	\$15	A session within the RETI series • Courses are designed for new or returning agents • 15 great educational sessions • Taught by seasoned SAR Members • Only \$99 for the series if you pay by March 15; \$110 after	David Lovenvirth Ted Evangel
April 30	9:00am - 4:30pm	Hands-On Tech Class	\$99	Topics include: • Setting your computer up as an office • Receiving and sending faxes online • Utilizing a Portable Document Format (PDF) writer program • Using a tablet computer, writing and getting signatures directly onto your computer • Using the internet effectively (wi-fi, broadband, home, other...) • Cleaning and backing up your computer • Using tech gadgets in your career • Using zipForm® 6 Effectively	Jeffrey Raskin

All classes listed above are held at SAR's Mack Powell Auditorium. To register online, visit ims.sacrealtor.org. Questions - contact **Brian DeLisi** or call 916.437.1210. (Please contact us for non-Member pricing.) Prices listed reflect early-bird fees.

Cancellation policy; if you can not attend a seminar for which you have registered, you may send a substitute/ You will receive a full refund when cancelling 24 hours in advance. If you cancel less than 24 hours in advance, your registration fee will be forfeited

All prices listed are based on SAR's early bird fee.

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MAY CALENDAR OF EVENTS

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
30 WCR Luncheon (A) 11:00am – 2:00pm	1 Main Meeting (A) 9:00 – 10:30am Community Outreach Committee (B) 10:30 – 11:30am	2 New Member Orientation (B) 8:30am – 12:30pm	3 RE Finance Forum (A) 9:00 – 10:30am CanTree Committee (B) 10:30 – 11:30am	4 Office Closed Staff Development 7:30 – 8:30am
7 MetroList Training – Prospector Course 1 (T) 9:00am – 12noon WCR Meeting (B) 1:00 – 2:00pm MetroList Training – Prospector Course 2 (T) 1:00 – 4:00pm	8 Regional Meetings* (A) 8:30 – 9:30am National Association of Hispanic Real Estate Professionals (A) 11:30am – 3:30pm	9	10 Realtists (A) 9:00 – 11:00am Equal Opportunity/Cultural Diversity Committee Meeting (B) 11:30am – 1:00pm	11 Executive Committee (P) 11:00am – 1:00pm Budget Committee (B) 1:00 – 2:00pm
14 Education Committee (B) 9:00 – 10:00am	15 Regional Meetings* (A) 8:30 – 9:30am Scholarship Fundraising Committee (B) 1:00 – 2:00pm NorCal Real Estate Expo Committee (B) 2:30 – 4:30pm	16 The National Association of Residential Property Managers (NARPM) (A) 10:00am – 2:30pm	17 Young Professionals Council Forum (A) 9:00 – 10:00am Young Professionals Council Committee Meeting (B) 10:00 – 11:00am WCR Luncheon (A) 11:00am – 2:00pm	18 Public Issues Forum (B) 9:30 – 10:30am Asian Real Estate Association of America (AREAA) (A) 11:30am – 3:00pm
21 New Member Orientation (B) 12:30 – 12:30pm MetroList Training Prospector Course 1 (T) 9:00am – 12noon MetroList Training Prospector Course 2 (T) 1:00 – 4:00pm	22 Regional Meetings* (A) 8:30 – 9:30am	23 Housing Opportunity Committee (B) 2:30 – 4:00pm	24 NorCal Real Estate Expo – Sacramento Convention Center	25 Industry Update (A) 9:30 – 10:30am
28 SAR Closed for Holiday	29 Regional Meetings* (A) 8:30 – 9:30am	30 RE/MAX Gold Yearly Legal Update Event (A) 9:00am – 1:00pm Office Closed – Staff Development 1:00 – 2:00pm	31 Board of Directors (B) 9:00 – 11:00am	

Calendar Information

*For Regional Meeting locations and times, visit www.sarcaravans.org or contact Tony Vicari at tvicari@sacrealtor.org or 437-1205.

Meetings subject to change.

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(B) Board Room, 2nd Floor
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Median Price Up Slightly in February, Sales Follow

The median home sales price increased in February to \$163,000, a 1.9% increase from the \$160,000 median sales price of January. The \$200,000 - \$249,999 price range still accounts for the majority of the 1,394 total sales this month (14.2% or 198 units), while homes under \$100,000 totaled 272 (19.5%) units. Closed escrows from conventional financing (487 units or 32.1% of all sales) decreased 3%, cash buyers increased 4% (512 units or 33.7%) and FHA financing decreased 1.1% (404 or 26.6%). These numbers include the 128 condo sales this month. The average amount of days spent on the market (from list date to opening escrow) 69 days; the median DOM remained at 44.

Sales increased for the month to 1,394 units sold, up 8.1% from the 1,289 closed escrows in January. Year-to-year closed

escrows were up 16.1% from the 1,201 units sold February 2011. Making up the closed escrows this month were 471 REOs (33.8%), 445 short sales (31.9%) and 478 conventional sales (34.3%).

The Total Listing Inventory has been split to more accurately reflect the current market. Active Listings numbered 2,194 properties, with 702 Active Short Sales making up 31.9% of that number. Active Short Sales Contingent properties totaled 2,447. Active Short Sale Contingent properties are those short sale properties on which initial offers have been made and are not therefore entirely "active." Breaking down Total Listing Inventory results in a more accurate Housing Market Supply figure. The Housing Market Supply figure (inventory) for February was 1.6 months – a 20% decrease from January. This figure

represents the number of months it would take to deplete the Active Listing Inventory (2,194), given the current number of closed escrows (1,394). This figure is down from the 4 months of inventory that was available in February 2011. These low inventory levels are resulting in more offers on individual properties as well as properties selling faster as buyers are making the decision to buy rather than rent.

According to MetroList® MLS data, the average home sold this month was 1,694 square feet. Of the 1,394 sales this month, 135 (9.6%) had 2 bedrooms or fewer, 762 (54.6%) had 3 bedrooms, 395 (28.3%) were 4 bedroom properties and 98 properties (7%) had 5+ bedrooms.

Condominium Resale Market

Sacramento condominium sales increased slightly for the month to 128

units. This figure is up 3.2% from the 124 units sold in January and down 2.3% from the 131 units sold in February 2011. REO property sales accounted for 35.2% (45) of all units sold while short sales (31.3% or 40) and conventional sales (33.6% or 43) accounted for the remainder. The percentage of REO condo sales decreased 24.7%, short sales increased 25.2% and conventional sales increased 19.1%. The condominium median sales price decreased 8.9% month-to-month, from \$76,000 to \$69,250. This current price is down 12.3% from the \$79,000 median sales price of February 2011. Of the 407 units in the Listing Inventory, 189 (46.4%) were listed as Active Short Sale Contingent, leaving the actual Active Listing Inventory at 218 units. Of these 218 units, 82 were listed as Active Short Sales.



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FEBRUARY 2012 DATA FOR SACRAMENTO COUNTY AND THE CITY OF WEST SACRAMENTO

MLS STATISTICS for February 2012 Data for Sacramento County and the City of West Sacramento

SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
New Listings Published	1,798		1,998	-10.0%		2,294		-21.6%
Active Listing Inventory †	2,194		2,531	-13.3%		4,802		-54.3%
Active Short Sale (included above)	702		935			N/A		
Active Short Sale Contingent *	2,447		2,177	12.4%		1,832		33.6%
Number of New Escrows	1,585		1,428	11.0%		1,365		16.1%
Number of REO Sales	471	33.8%	429	9.8%	33.3%	590	49.1%	-20.2%
Number of Short Sales	445	31.9%	423	5.2%	32.8%	265	22.1%	67.9%
Conventional Sales	478	34.3%	437	9.4%	33.9%	346	28.8%	38.2%
Total Number of Closed Escrows	1,394	100.0%	1,289	8.1%	100.0%	1,201	100.0%	16.1%
Months Inventory	1.6 Months		2 Months	-20.0%		4 Months		-60.0%
Dollar Value of Closed Escrows	\$254,369,729		\$231,661,598	9.8%		\$228,248,202		11.4%
Median	\$163,000		\$160,000	1.9%		\$169,000		-3.6%
Mean	\$183,000		\$179,861	1.7%		\$190,365		-3.9%
Mode	\$200,000 - \$249,999		\$200,000 - \$249,999			\$200,000 - \$249,999		

Year-to-Date Statistics	01/01/12 to 02/29/12 SAR monthly data, compiled	01/01/12 to 02/29/12 MetroList YTD data	1/1/2011 2/28/2011	Change
Number of Closed Escrows	2,683	2,709	2,440	10.0%
Dollar Value of Closed Escrows	\$486,031,327	\$481,402,501	\$468,406,883	3.8%
Median	\$160,000	\$161,500	\$169,000	-5.3%
Mean	\$179,861	\$181,396	\$190,365	-5.5%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
New Listings Published	154		167	-7.8%		231	-33.3%
Active Listing Inventory †	218		241	-9.5%		491	-17.1%
Active Short Sale	62		77			N/A	
Active Short Sale Contingent *	189		191	-1.0%		175	8.0%
Number of New Escrows	136		103	32.0%		122	11.5%
Number of REO Sales	45	35.2%	58	-22.4%	46.8%	65	-30.8%
Number of Short Sales	40	31.3%	31	29.0%	25.0%	29	37.9%
Conventional Sales	43	33.6%	35	22.9%	28.2%	37	16.2%
Total Closed Escrows	128	100.0%	124	3.2%	100.0%	131	-2.3%
Dollar Value of Closed Escrows	\$11,169,687		\$11,362,163	-1.7%		\$13,231,703	-15.6%
Median	\$69,250		\$76,000	-8.9%		\$79,000	-12.3%
Mean	\$87,263		\$92,375	-5.5%		\$101,005	-13.6%
Mode	\$60,000 - \$69,999		\$30,000 - \$39,999			\$60,000 - \$69,999	

Year-to-Date Statistics	01/01/12 to 02/29/12 SAR monthly data, compiled	01/01/12 to 02/29/12 MetroList YTD data	1/1/2011 2/28/2011	Change
Number of Closed Escrows	252	252	242	4.1%
Dollar Value of Closed Escrows	\$22,531,850	\$22,730,850	\$23,942,423	-5.9%
Median	\$69,800	\$69,800	\$78,944	-11.6%
Mean	\$90,202	\$90,202	\$98,879	-8.8%

† includes: Active, Active Release Clause, Active Short Sale, Active Court Approval and Active Court Contingent listings
*Active Short Sale Contingent listings have been displayed independently to more accurately show the original Total Listing Inventory figure
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MLS STATISTICS for February 2012 Data for Sacramento County and the City of West Sacramento

SALE PRICE BRACKET BASED ON FINAL SALES

Selling Price	Single-Fam Res.	% of Total	Condo/PUD	% of Total	Res. Incme.	Res. Lots/Land	Other Res.*
\$29,999 and under	2	0.1%	6	4.7%	0	3	1
\$30,000 - \$39,999	19	1.4%	18	14.1%	0	0	1
\$40,000 - \$49,999	22	1.6%	14	10.9%	0	3	1
\$50,000 - \$59,999	26	1.9%	14	10.9%	0	2	2
\$60,000 - \$69,999	49	3.5%	14	10.9%	1	3	2
\$70,000 - \$79,999	56	4.0%	6	4.7%	1	0	5
\$80,000 - \$89,999	49	3.5%	8	6.3%	1	0	2
\$90,000 - \$99,999	49	3.5%	11	8.6%	1	0	4
\$100,000 - \$119,999	117	8.4%	13	10.2%	6	0	1
\$120,000 - \$139,999	139	10.0%	7	5.5%	6	2	4
\$140,000 - \$159,999	140	10.0%	2	1.6%	7	0	1
\$160,000 - \$179,999	151	10.8%	4	3.1%	1	0	1
\$180,000 - \$199,999	99	7.1%	3	2.3%	4	0	1
\$200,000 - \$249,999	198	14.2%	5	3.9%	6	2	5
\$250,000 - \$299,999	132	9.5%	2	1.6%	0	0	1
\$300,000 - \$349,999	63	4.5%	0	0.0%	0	0	0
\$350,000 - \$399,999	32	2.3%	1	0.8%	0	0	0
\$400,000 - \$449,999	17	1.2%	0	0.0%	0	0	2
\$450,000 - \$499,999	8	0.6%	0	0.0%	0	0	0
\$500,000 - \$549,000	3	0.2%	0	0.0%	0	0	1
\$550,000 - \$599,000	9	0.6%	0	0.0%	1	0	0
\$600,000 - \$999,999	12	0.9%	0	0.0%	1	0	1
\$1,000,000 and over	2	0.1%	0	0.0%	2	0	1
Total	1,394	100%	128	100%	38	15	37

Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	512	33.7%	458	32.4%	0 - 30	640	42.2%	42.2%	43.3%
Conventional	487	32.1%	467	33.1%	31 - 60	264	17.4%	18.7%	18.3%
FHA	404	26.6%	380	26.9%	61 - 90	211	13.9%	12.4%	12.5%
VA	45	3.0%	57	4.0%	91 - 120	145	9.6%	9.1%	8.7%
Other †	70	4.6%	50	3.5%	121 - 180	124	8.2%	9.2%	9.2%
Total	1,518	100.0%	1,412	100.0%	181+	134	8.8%	8.4%	8.0%
Total					Total	1,518	100.0%	100.0%	100.0%

* half-plex, 2-on-1, mobile home
† includes: cal vet, contract of sale, creative, farm home loan, owner financing.
Median DOM: 44
Average DOM: 69
Average DOM 1 - 180 Days: 50
Average DOM 181+ Days: 271
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Rebuilding Together

By Kean Barragan, REALTOR®, Community Outreach Committee Member

A safe, healthy and efficient home sounds pretty simple. But for many, maintaining a home has become difficult. The expense of replacing drafty windows, an old water heater or a leaky roof can be overwhelming. A home can deteriorate and become uninhabitable, displacing the homeowner and affecting the neighborhood values.

Rebuilding Together Sacramento has been helping homeowners in our area since 1991. Throughout the year, they help homeowners in need by installing grab bars and wheelchair ramps to make homes safer for senior citizens or the disabled. Every Spring since 2001, and every Fall since 2005, the focus is on Rebuilding Day. Working with sponsors like the Sacramento Association of REALTORS®, other volunteers and donations, they rebuild homes and change lives.

About a dozen homes in a neighborhood in need are chosen for a one-day "makeover". Early in the morning, volunteer contractors, carpenters, electricians,

plumbers and dozens of general helpers arrive and swarm the home. By 7:00 a.m. the yard and house are covered with busy workers doing a variety of tasks. During the course of the day, the home is transformed! Old windows may be removed and replaced with new efficient ones; the exterior of the house repaired and painted; the roof repaired or replaced; old appliances replaced with energy efficient ones, and the yard cleaned up and refreshed – all before the sun sets. The process is amazing. An added benefit is that the transformation inspires neighbors to get out and improve their own yards and homes. The homeowners are proud of their homes and grateful for the help.

This spring's Rebuilding Day is April 28th. Ten to 15 homes in Oak Park will be transformed in one day. SAR will be sponsoring a home. However, Rebuilding Together is always looking for sponsors if your office would like to take on a home. Or, you can help by joining SAR at our sponsored home,



At the April 2011 Rebuild Day, SAR volunteers turned out in force. From left to right are Greg Boudreau, Jennifer Odama, Chris Little, Doug Covill, Kean Barragan and Ian Barragan.

donating materials, lunch, office supplies, or talking to those you know in construction fields about the need for their talents. Everyone deserves a safe, healthy efficient home. Information can be found at: www.rebuildingtogether-sacramento.org/get-involved. To join the SAR crew, start by emailing Tony Vicari at SAR at tony@sacrealtor.org.

St John's Shelter for Women and Children

By Robyn Delong, REALTOR® and Member, Community Outreach Committee

St. John's Program for Women and Children is one of the many charities that benefit from the generosity of SAR. St. John's Shelter was established in 1985 by St. John's Lutheran Church to provide emergency shelter for homeless women with children. From humble beginnings, St. John's has grown because the program works. Since 1985, the program has provided a safe and supportive haven to more than 25,000 homeless women and children.

In 2004, St. John's moved to a larger facility and is now able to provide daily 24-hour comprehensive services for up to 90 days as families transition from crisis to self-sustainability.

Services include mental health counseling, drug and alcohol recovery programs, employment services, housing services, parenting classes, financial management classes and self-development classes. At its new location, St. John's has implemented a Children's Program to specifically address the effects of homelessness on children.

Program participants begin their journey in the structured environment at the shelter where they develop a Progress Plan with weekly and monthly goals, as well as community service requirements. Residents are also required to attend weekly classes and workshops on topics such as job skills and training, parenting, fitness and nutrition, budgeting and financial management, basic computer skills, domestic violence counseling, mental health counseling, and drug and alcohol treatment programs. St. John's Shelter also offers a GED training program for its residents and alumnae. This process gives residents the vision, hope, road map and the tools to break the cycle of dependence.

In the next step, at Plates Cafe, they build the work ethic, skills and references to achieve long term employment. The third step, Greenway Village, provides them with the housing and ongoing support to progress towards living independently. The final step culminates in the participants becoming self-sustaining, supporting their families without government assistance.

continued on page 15



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1. How long have you been a Member of SAR?

Since January 2011.

2. What did you do prior to becoming a REALTOR®?

Prior to becoming a REALTOR®, I was the Vice-President of a bay-area based wireless company. I oversaw 75 retail locations in Northern California and as many as 500 employees. I always kept a home in Sacramento and commuted to Los Gatos where I lived during the work week. In November 2009 I made the choice to retire from the corporate world. After taking a year off, I went to work for Dunnigan, REALTORS® in January 2011.

3. What do you like best about being in real estate?

My favorite part of real estate is my sense of confidence in what I am doing. I offer clients an extraordinary experience in a huge, life-changing transaction. Watching buyers' eyes light up when they walk into the perfect home and the gratitude my clients show in return is extremely rewarding.

4. How do you deal with changing market conditions in the past couple of years?

People ask me all of the time if I think conditions will continue to change. I always explain that there are no guarantees in real estate - focus on buying a "home" not a house. I ask them to think down the road at least five years and to make sure they still envision themselves in the same place. I also explain that buying a home to quickly take the equity and "upgrade" into another home can't be on their radar in today's market.

5. What have been some of your favorite programs/committees/activities at SAR?

Last year I was asked to get involved in a new committee at the Association, the Marketing/Communication committee. It has been a great learning experience for someone like me; a new Member. I also recently attended my first Master's Club event. As a new Member of the Association, I look forward to checking out other programs and committees.

6. You mentioned that you are a current Member of the Marketing/Communication committee. What about that work do you find rewarding?

The Marketing/Communications committee was created last year to try and streamline committee communications and marketing efforts over the next few years. Further, the goal is to incorporate more Member feedback into decision-making. It's rewarding to work on projects that will increase efficiency and empower Members to get more involved.

7. How long have you lived in the Sacramento area?

I've lived in Sacramento my entire life. My parents still live in Curtis Park, in the home where I was raised, I went to McClatchy High School, Sac State for my Bachelor's, and the USC Sacramento Center for my Master's Degree. I currently live in Land Park. My brother is in commercial real estate and lives in McKinley Park, and my sister is in City Planning in San Francisco.

8. What are some of your favorite places to visit?

I spend as much time as I can in Truckee, where we have a cabin. As soon as I reach Donner Summit, I feel calm and relaxed, no matter what time of year. If I get on an airplane, I like it headed to Europe. My favorite cities are Prague and Paris, my favorite countries are Belgium, Italy, and Germany...if I had to pick a few.

9. Hobbies or other activities?

Snow skiing, although this year was a bit dry. I also enjoy tennis, working on household projects with my dad, and playing with my Cavalier King Charles, Marley. I absolutely love to cook and entertain in my home.

10. What would you do if you weren't a real estate professional?

Good question. During my 2010 hiatus I thought about this a lot. I've known

since I first met Geoff Zimmerman, owner of Dunnigan, REALTORS®, that I wanted to end up in residential real estate. Geoff is an amazing mentor...I can't imagine doing anything else at the moment! My new career allows me to see my friends and family more in one month than I probably saw them in a year while I was traveling for my last career. I love my clients, the Dunnigan Way, and the constant ability to learn new things and help people accomplish their real estate goals.

11. Read any good books, seen a good movie or heard a band lately?

Although my whole family likes to read, it is my little sister who is the book guru. She looks at her Kindle like I look at my phone-constantly. Outside of work, remodeling my home, cooking and taking care of my new puppy, I

haven't hit the movies lately. Steve Job's book is up next....it's been on my nightstand for the last month.

12. What would people be surprised to learn about you?

A funny thing people wouldn't know about me is that I grew up picking worms. My grandparents owned Truckee Worm Service. My brother and I would get paid a nickel for each cup of worms we picked and labeled. I would then go out each morning with my Grandmother to deliver them to all the bait shops, 7-11's, and hardware stores around Lake Tahoe and Truckee. We always heard that our worms caught great big fish! We raised crickets too but those grossed me out, I would throw apples in their cages to feed them but never liked to touch them!



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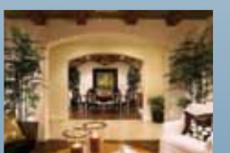
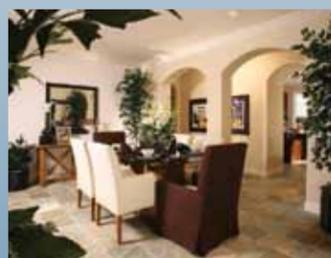
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- Richard L. Crosby**
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TECHNOLOGY TIP

iPhone Slow Down?

By Chris Tellez, C.A.R Manager of Technology Training Programs

With all the wonderful apps available, from utilities to productivity to gaming, it's not impossible to have your iPhone/iPad get a little slower.

So how do you get your iPhone/iPad back up-to-speed?

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1. Double-click the Home button (the circle button with the square in it).
2. Hold down on any one of the icons until they begin to rock back and forth and a red minus signs appear.

3. Press the minus signs for any apps you're not currently using or won't switch to anytime soon.

4. Double-click the Home button to get back to your normal mode of operation.

Please note that this function is only available on iPhone (3GS and later), iPad and iPod touch (3rd generation and later) devices that are running iOS4 and higher.

Want to learn more iPhone/iPad tips and tricks as well as some of the essential apps you should run as a REALTOR®? Be sure to check out Chris' session at the upcoming Northern California Real Estate Expo - REALTOR® Profitability and Productivity with the iPad and iPhone.

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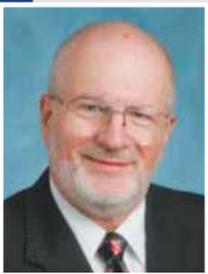
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DAVE TANNER



DRE Allegations of Wrongdoing Expected to Increase

by Dave Tanner, Real Estate Broker/Attorney, Hanson Law Firm

lenders, on simply doing more business and not worrying about the outcome. More enforcement by DRE was justified.

The second reason was as the new licensee demand died off, DRE had many employees no longer needed for processing license requests. They could now look into disciplinary matters that previously might have simply been placed aside due to limited resources.

The third reason is that as of January 1, 2012 it is the law that the primary purpose of DRE is consumer protection. That is no longer an additional duty of a licensing agency. Issuing licenses is now a secondary duty of a consumer

protection agency. The way consumers get protected from the actions of real estate licensees is greater investigation and discipline by DRE.

Based upon all of the above, you should expect that DRE "Accusations," the issuing of a statement of alleged wrongdoing by a licensee, will significantly increase. We have seen that happening in the past few months and we are sure that more are on the way.

If an Accusation is issued against a licensee, the licensee has fifteen days to file a request for hearing. That does not mean you will be going to a hearing. A hearing is usually the last place

you want to be. But filing a request for a hearing gives you the time and opportunity to negotiate a fair and equitable resolution with DRE attorneys.

So if you receive an Accusation from DRE, you should immediately contact an attorney experienced in DRE defense and let them help you reach a satisfactory resolution. The longer you wait to get started, the less chance you have of achieving that goal.

If you have any questions on this article or any other aspect of real estate law please contact Dave Tanner at 916 447-9181 or log on to our website at www.HansonLawFirm.com.

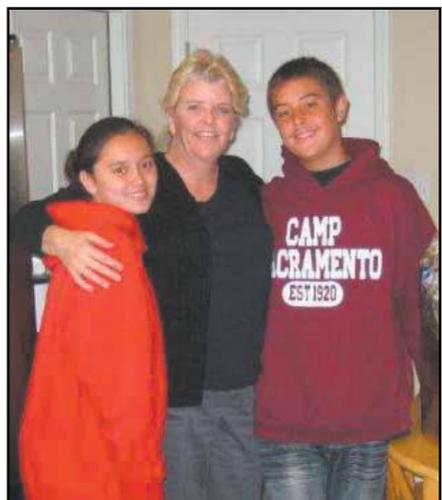
St John's Shelter for Women and Children

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St. John's also offers an After-Care Program, which was developed to assist women and children on their road to self-sufficiency after leaving the shelter and completing the 90-day program. The After-Care Program offers a continuation of training, classes, and counseling to help ensure that the program's graduates successfully reintegrate into our community. Graduates receive continued job training and placement services, assistance in furnishing homes, transportation assistance, case management assistance, and the support of a wide network of successful alumnae.

If you would like to support the program and have a great time with your mom or another important woman in your life, consider participating in their May 10th afternoon benefit, A Mad Hatter's Tea Party, to be held at Sacramento Memorial Auditorium from 2 – 5 p.m. Tickets can be purchased on-line at <http://simplymad-forte.eventbrite.com>

For more details about St. John's contact them at (916) 453-1482 or visit them online at www.stjohnsshelter.org where you may also be inspired by numerous success stories.



At the 2011 St. John's Tea, Shelter alumna Rebecca Hahn was seated at the table sponsored by SAR. Rebecca was excited to visit with the REALTORS® and learn about opportunities for homeownership. Through her hard work, and with help from NeighborWorks Home Ownership Center, she became a homeowner early in 2012. She is seen here with her children Valerie, 12 and Christopher, 13, in the kitchen of their new home.

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REALTOR® Action Fund Honors Awarded

The REALTOR® Action Fund Committee had their third-annual awards ceremony for offices investing the most money in RAF at the March 6th Main Meeting. The REALTOR® Action Fund is non-partisan and supports getting REALTOR® friendly candidates into office and keeps policies that harm private property rights or REALTORS® off the books.

The RAF Committee recognized Major Investors in the REALTOR® Action Fund:

Erin Attardi – California Golden R
Paula Colombo – Chartered NAR Golden R
Doug Covill – California Golden R
Judy Covington – California Golden R
Jim Day – California Golden R
Eva Garcia – California Golden R
Franco Garcia – California Golden R
Rosanna Garcia – California Silver Bear
Ron Greenwood – California Silver Bear
Luci Htain – California Golden R
Cherie Hunt – California Silver Bear
Larry Knapp – California Golden R
Patrick Lieu – California Golden R
Chris Little – California Golden R
Rob McQuade – California Sterling R
Jennifer Odama – California Golden R
Sue Olson – California Golden R
Steve Ostrom – California Golden R
Leigh Rutledge – California Golden R
Tracey Saizan – California Golden R
Clay Sigg – California Golden R
Charlene Singley – California Golden R
Cathryn Snow – California Sterling R
Kellie Swayne – California Golden R
Paula Swayne – California Golden R
Marty Swingle – California Golden R
Dave Tanner – California Golden R
David Tran – California Golden R
Alan Wagner – California Silver Bear
Bruce Werking – California Golden R
Geoff Zimmerman – California Silver Bear

In offices of 5-10 REALTORS®, contest finalists were Lyon Real Estate Corporate Office, Garcia Realty and Trillium Real Estate. The winner was Garcia Realty.

In offices of 11-24 REALTORS® the contest finalists were Capital West Realty Inc., Dunningan, REALTORS® and Weichert, REALTORS® - Galster Group. The winner was Dunningan, REALTORS® on American River Drive.

In offices of 25-50 REALTORS® the finalists were Prudential Dunningan, Dunningan, REALTORS® on Freeport Blvd. and Lyon Real Estate Land Park. Dunningan, REALTORS® on Freeport won.

Finally, in the jumbo offices of 51+ REALTORS® the finalists were Coldwell Banker Midtown, Lyon Real Estate Sierra Oaks and Keller Williams in Elk Grove. Coldwell Banker in Midtown won the award.



Chris Little accepts the RAF Investment award for Little Real Estate Services.



Paula Swayne accepts the RAF Investment award for Dunningan, REALTORS®.