



SACRAMENTO REALTOR®

Making Sacramento a Better Place to Call Home for Over 100 Years

FEBRUARY 2012

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

SAR's 2012 Installation Focuses on Collaboration



Chinese lion dancers highlighted the festivities as Patrick Liew was installed as the first Asian-American president and the 95th president of the Sacramento Association of REALTORS® on January 10 2012.

Patrick's theme for 2012, "Focus on Collaboration," highlights the value he places on the diversity of SAR's Membership as well as his interest in photography. "This year I'm pulling out my widest angle lens,

Patrick, a REALTOR® with RE/MAX Gold Natomas, has been a real estate broker and a Member of SAR for 23 years. He has also been a C.A.R. Director and Chair or Vice-Chair of numerous SAR and C.A.R. Committees. He is also involved in the Asian Real Estate Association of America, the Women's Council of REALTORS® and the National Association of Hispanic Real Estate Professionals.



2011 President Doug Covill passes the gavel to 2012 President Patrick Liew

was the installing officer. The officers installed for 2012 were: President-elect Chris Little, Little Real Estate Services; Secretary/Treasurer Paula Swayne, Dunnigan REALTORS®; Immediate Past President Doug Covill and Past President Barbara Harsch, Lyon Real Estate.

The 2012 Board of Directors includes: Erin Attardi, Dunnigan REALTORS®; Greg Bisi, Mountain West Financial Inc.; Kevin Cooper, Keller-Williams Realty Elk Grove; Judy Covington, Keller-Williams Realty Elk Grove; Kathy Fox, Prudential NorCal Realty Carmichael; Ron Greenwood, Coldwell Banker; Michelle Lehman, Century 21-Noel David Realty; Rob McQuade, BHG Mason McDuffie Real Estate; Deniece Ross-Francom, BHG

He is also on the MLS Committee and the Board of Directors for MetroList. Dave was president of the San Jose Real Estate Board in 1995 and of SAR in 2005. Dave has earned the ABRM, CRB, CRS, GRI and SRES designations. He is a valued SAR instructor offering courses in ethics, disclosure, listing agreements and purchase agreements, as well as regional professional standards training.

He developed SAR's original housing affordability program - "HELP" (Homebuyers Equity Leveraging Program) and was instrumental in SAR's strategies on rental housing inspection. Dave served as risk reduction manager for RE/MAX franchises for more than 13 years and in 2010, joined the Hanson Law



Installation of 2012 Board of Directors

because I plan for an all-inclusive composition, and that means every single current member of the SAR, and as many new members as we can attract. Each one of us brings his or her own insights and background, and I'm not just talking about differences in gender and ethnicity. Many of us started out in a different career. I, for instance, was an engineer."

He said, "While others have pointed out that I am the first Asian-American President of the SAR, all I want you to remember, is that we are all one 'REALTOR® family' working together, to better our Association and our clients."

Doug Covill, Coldwell Banker, was honored for his contributions as 2011 President. In his farewell address, he highlighted SAR's accomplishments in the five strategic goals for 2011: improve communications; develop a "green" program; establish a 501(c) (3) foundation; increase diversity in participation and in the leadership, and continue focus on SAR as a progressive, evolving organization. He also called for a standing ovation for anyone who agreed with him that SAR has the best CEO and staff of any REALTOR® organization.

Allan Okamoto, president of the San Francisco Association of REALTORS®,



Liew family

Mason McDuffie Real Estate; Kellie Swayne, Dunnigan REALTORS®; Marty Swingle, Capital West Realty Inc.; Dave Tanner, Tanner and Associates; Mary Willett, Lyon Real Estate Sierra Oaks; Linda Wood, Dunnigan REALTORS®.

Dave Tanner, Tanner and Associates, was given the Lifetime Service Award. Dave has been a real estate attorney and broker for more than 30 years and has owned and/or managed residential and commercial brokerages for more than 20 years.

He currently serves on the Board of Directors and the Professional Standards Committees for SAR, C.A.R. and NAR.

Firm to provide his decades of real estate risk management experience to the firm.

Erin Attardi received the President's Award, which is selected by the president alone, not the Awards Committee. Doug said, "It can be hard with so many dedicated volunteers to pick one for an award, but I think you will agree with me that Erin is very deserving."

Erin is known among her fellow REALTORS® for her technical savvy, her willingness to share her knowledge in terms anyone can understand, and for her leadership ability. She was elected to the Board of Directors of SAR in 2010



Installation attendees enjoy event festivities

continued on page 6

Sacramento Association of REALTORS®

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MetroList

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Sacramento, CA 95834
(916) 922-2234 or (916) 922-7584

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Barbara Harsch Past President	

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Erin Attardi	Rob McQuade
Greg Bisi	Deniece Ross-Francom
Kevin Cooper	Kellie Swayne
Judy Covington	Marty Swingle
Kathy Fox	Dave Tanner
Ron Greenwood	Mary Willett
Michelle Lehman	Linda Wood

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.

Here to Serve You

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Feel free to call us direct.

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Monday - Friday 7:30 am - 4:30 pm
Saturday 9:00 am - 2:30 pm



2012 PRESIDENT



PATRICK LIEUW

By the time you read this, most of you (I hope all of you!) will have paid your dues to SAR, C.A.R. and NAR. Do you think about what you are getting for your money?

There are so many ways you get your money's worth that SAR has a page on the website just to list them. Go to www.sacrealtor.org/benefits. In my experience, you don't need to do too many transactions in a year before zipForm® alone is worth the price of your Membership. By the way, if you

PRESIDENT'S PERSPECTIVE

Focus on Communicating Value

have not yet paid your dues, you will lose access to zipForm® on February 1.

SAR is here to help you with things you couldn't do by yourself, or if you did, you would have no time to sell real estate. A prime example is our political action effort. Many times, SAR is able to stop regulations or fees before they go into effect and you may not even hear about them.

Another value is the diversity of SAR. Each one of us brings his or her own insights and background, and I'm not just talking about differences in gender and ethnicity. Many of us started out in a different career. We represent many cultures and age groups, to say nothing of our hobbies and memberships in other organizations. We can harness all of that knowledge to make the SAR even better.

A couple of years ago, Barbara's theme was *All Aboard*. Doug's theme last year was *Your Bridge to Success*. Now that we're all on board and successful, my theme for this year is to *Focus on Collaboration*.

I have had the honor to work with many of you in the numerous and different efforts of SAR and C.A.R., whether business-related or community-centered. These experiences and my work with you have enriched me far beyond whatever I myself may have contributed. This has led me to the strong conviction that the more of us who get involved in SAR, and the more varied our backgrounds, the richer and stronger SAR will be, and the richer the experience for each of us.

CHIEF EXECUTIVE OFFICER



NELSON JANES

The Oxford English Dictionary tells us that a profession involves the application of specialized knowledge of a subject to a fee-paying clientele. According to Wikipedia, a profession is a specialized occupation characterized by intensive training and subsequent licensure by a regulatory body.

The word is derived from Latin, meaning to swear an oath. That oath is based upon adherence to ethical

CEO EXCHANGE

Communicating Your Value as a Professional REALTOR®

standards which include client confidentiality, truthfulness and striving to be an expert. There is also a stipulation about upholding the good name of the profession.

Starting to sound familiar? Your REALTOR® Membership defines you as a professional. SAR, with the state and national REALTOR® organization, has been doing so for over 100 years.

Along with this overriding benefit, there are tangible savings, discounts and value that you receive through your Membership in the REALTOR® organization.

Excellence in educational programming is a prime and perennial benefit of SAR Membership. You can take all of the courses that you need for license renewal at a Member discount of at least \$10 each course. You are also entitled to knowledgeable advice at no charge on how to renew your license.

SAR has an aggressive Education Committee that continues to churn out fresh ideas about the courses you need in an ever-changing market. *The Real Estate Training Institute, Broker Training Institute* and other live courses taught by seasoned Members are unique to SAR.

continued on page 5



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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.

B | V | M

BIG VALLEY MORTGAGE

OUR 2012 PLEDGE

Big Valley Mortgage provides loan originators and support staff with tools to achieve personal and professional success, including a rewarding entrepreneurial environment, a flexible platform, superior resources and professional development. These tools enable our individuals to manage the demands of their life more effectively, exceed customer expectations, and assist in realizing their long-term personal and professional objectives.

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David Ryland

Come join us!

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THESE ARE THE "GOOD OLD DAYS"

GREG BISI



It seems like people are always looking for the good old days, a time that we remember things as being better, easier, less stressful, less complicated, more fun, more exciting. There was a time in the mortgage industry when mortgages were less difficult to complete. Loans required full documentation, but we only had to cross the T's and dot the I's. Of course, we also had to verify and document income, assets, and credit, and we had to make sure the income was verifiable, the assets were legitimate, and the credit made sense. It was also necessary

to verify that the property being purchased was in decent shape and that the transaction was a legitimate one.

Today, there are definitely aspects of the mortgage business that have become much more challenging, but, honestly, we have never had so many tools at our disposal, such great prices in the housing market and so many options to make available to our clients. Our financial markets have been through the most difficult transition we've ever seen in modern times, but the end result is that we've all emerged stronger and more focused.

"Things ain't what they used to be, and probably never was."

-Will Rogers

I wish you and your family a happy and prosperous New Year.

EIGHT GIFTS THAT DO NOT COST A CENT

- 1. THE GIFT OF LISTENING...** But you must REALLY listen. No interrupting, no daydreaming, no planning your response. Just listening.
- 2. THE GIFT OF AFFECTION...** Be generous with appropriate hugs, kisses, pats on the back, and handholds. Let these small actions demonstrate the love you have for family and friends.
- 3. THE GIFT OF LAUGHTER...** Clip cartoons. Share articles and funny stories. Your gift will say, "I love to laugh with you."
- 4. THE GIFT OF A WRITTEN NOTE...** It can be a simple "Thanks for the help" note or a full sonnet. A brief, handwritten note may be remembered for a lifetime and may even change a life.

- 5. THE GIFT OF A COMPLIMENT...** A simple and sincere, "You look great in red," "You did a super job," or "That was a wonderful meal" can make someone's day.
- 6. THE GIFT OF A FAVOR...** Every day, go out of your way to do something kind for someone.
- 7. THE GIFT OF SOLITUDE...** There are times when we want nothing better than to be left alone. Be sensitive to those times and give the gift of solitude to others.
- 8. THE GIFT OF A CHEERFUL DISPOSITION...** The easiest way to feel good is to extend a kind word to someone. Really, it's not that hard to say, "Hello" or "Thank You."

If you have any questions about this article, you may call me at Mountain West Financial at 916-923-5900.



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What do you get for your money?

When you paid your 2012 dues to SAR, you may have wondered briefly just what you're paying for.

First, you're paying dues to three organizations – SAR sends your state dues to C.A.R. and your national dues to NAR. Each level provides numerous benefits to Members.

Public policy representation is a crucial benefit. Whether it's preserving the mortgage interest deduction at the federal level, opposing speeded-up withholding at the state level, or preventing additional business license taxes at the local level, your dues work for you in more ways than you can count.

Consider some of the more tangible benefits. C.A.R.'s legal hotline offers live, personalized real estate advice from real estate attorneys. Just using C.A.R.'s zipForm®, with instant access to the latest forms to complete transactions in California, can pay for your membership by itself.

If you'd like an overview of what your SAR dues cover, go to www.sacrealtor.org/benefits. You might be surprised.

An important tangible benefit for many Members is the group medical, dental, and vision insurance policies. As independent contractors, many REALTORS® rely on this group insurance. The Retail Center offers discounts to Members on many of the supplies necessary to your businesses. As a Member, you also get discounts at Office Depot, UPS and other businesses.

SAR's Education Department is a recognized leader in the area of professional development and educational innovations. Video options, Lunch and Learns and continuing education all help meet Members' needs.

Mediation, arbitration and ombudsman services are not needed by every Member, but are an invaluable part of maintaining the Code of Ethics, which is what distinguishes REALTORS® from real estate agents.

The networking opportunities at SAR are almost endless: the monthly Main Meeting, regional (caravan) meetings, Leadership Development, Masters Club, committees and so much more provide you numerous ways to get to know your fellow REALTORS®, serve the community and develop your personal skills.

continued on page 5

CEO Exchange

continued from page 2

We have the resources to bring you the entire Graduate, REALTOR® Institute (G.R.I.) Designation each year. The Commercial Division has also received national attention and is bringing Certified Commercial Investment Manager (C.C.I.M.) Designation courses to Sacramento.

Open Forums bring more information your way each month. The *Real Estate Finance Forum* reports on the full spectrum of lending instruments and rates available. The Public Issues Forum (formerly Legislative) invites elected officials to share their views and issues with you. The *Industry Update* (formerly Broker/Manager Forum) provides updates to help you make informed business decisions.

The NorCal Real Estate Expo will again generate more knowledge through exhibits and presentations by national speakers to keep you ahead of your clients.

Another is Legal Interpretations and Self-Regulation

How much does it cost to call a lawyer about an issue concerning a transaction or an individual involved in the transaction? How many times a year do you need to make those calls? As a Member, you can make them at no charge by calling the *Legal Hotline* at the California Association, where 15 seasoned real estate attorneys are available to help you.

You can also get free advice by attending the Membership meeting each year when Gov Hutchinson, who heads the *Hotline*, speaks at SAR. Breaking legal news is given by Past President Dave Tanner at *Industry Updates*.

Self-regulation through a code of ethics is a central characteristic of a profession. Did you know that the REALTOR® Code of Ethics, adopted nationally in 1913, formed the basis of real estate departments and standards in each state?

The Code and the administration of Professional Standards at SAR raise the level of conduct in the marketplace and provide Members with cost-saving in house dispute resolution services.

You can take advantage of inexpensive and expert mediation with others and it can even be arranged for your clients. You also have available the arbitration and ethics complaint process and the new Citation program to keep your professional activities running in a fair and efficient manner.

All Professions Have Power

The California Association estimates that the REALTOR® Action Fund saves each Member nearly \$13,738...

- \$4,589 by lobbying that stops point-of-sale mandates
- \$4,783 by lobbying to retain the deductibility of mortgage interest
- \$812 saved by blocking frivolous lawsuits.

SAR, the California and the National Associations of REALTORS® all have qualified staff who lobby and advocate on behalf of you, the Member. Think of \$148 – *The True Cost of Doing Business* – as an insurance policy to protect your profession from onerous regulations. You also help your clients because the REALTOR® organization is unique in going beyond its Members' issues to

What do you get for your money?

continued from page 4

These are just a few ways you benefit from being a Member of the Sacramento Association of REALTORS®. Watch your weekly email to learn about more of them.

protect private property rights as well.

Each Profession Relies on Specialized Tools and Information

As a Member, you save \$599 on zip-Form® alone. There are products bearing the REALTOR® logo that are exclusive to Members only. You can realize big savings through Member discounts of 10 to 70 percent on other products through the SAR Retail Center and its affinity programs with such companies as Office Depot and UPS. Stop by the Center or visit www.realtysupplycenter.com.

You stay current through the newsletters, magazines, email updates, press releases and statistics provided and compiled exclusively for REALTORS®. The free library is available at SAR and each level of the federation has Members-only areas of rich websites keeping you ahead of consumers on real estate-related mat-

ters. Visit sacrealtor.org, saccommercial.org, car.org and realtor.org to find all of the information that you need to remain current in the profession.

Professional Groups Have Strength in Numbers

Guaranteed health coverage is a highly valuable aspect of belonging to a group of professionals. You are eligible for medical, dental and vision coverage through SAR and the state association.

Networking – perhaps the most important activity that a client-based professional can pursue – is available at little or no cost to you at SAR. Through the Open Forums, Main and Regional Meetings, courses and events, you have numerous opportunities each week to meet other professionals from all specialties in the industry.

You also have a trained and dedicated staff of 21 individuals here to serve you,

Monday through Saturday, with your professional needs.

Public Service and Altruism

This work is an important characteristic of a profession. Since you earn fees from clients in the community, professionals render service in the public interest.

SAR is ranked 12th among philanthropic corporations in Sacramento. This does not take into account the thousands of hours of your volunteer work or the time and money that you give to the SAR Scholarship Trust and outside of Sacramento to the C.A.R. Housing Affordability Fund and in aid to stricken communities.

The effort and heart that SAR Members give back to the community underscores your professionalism and truly makes Sacramento a Better Place to Call Home.



MIKE WHEELER NAMED AS VITEK MORTGAGE GROUP'S VP OF PRODUCTION



Office/Fax: (916) 486-6925
mwheeler@teamvitek.com

Mike Wheeler was recently appointed VP of Production for VITEK Mortgage Group. He will lead the current mortgage originator sales force in addition to developing new accounts and markets with the goal of doubling production within the next year. Wheeler has 20 years of experience in the mortgage industry, most recently as Regional Manager for National City Mortgage and American Home Mortgage. VITEK Mortgage Group has been a regional leader in the greater Sacramento area for more than 25 years with 20 offices throughout the four county area.

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Month-to-month sales increase 8.9%, lowest December median since 2000

Sales increased for the month to 1,668 units sold, up 8.9% from the 1,531 closed escrows last month. Year-to-year closed escrows were also up (10.9%) from the 1,504 units sold last December. Making up the closed escrows this month were 561 REOs (33.6%), 490 short sales (29.4%) and 617 conventional sales (37%).

The median home sales price dropped this month to the lowest December median since 2000 (\$148,000). This is a 2.4% decrease from the \$165,000 median sales price of last month. The chart below shows the rise and fall of the December median over the last twelve years.

December

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
\$148,000	\$175,000	\$219,950	\$260,000	\$330,000	\$375,000	\$355,000	\$280,000	\$180,000	\$187,500	\$179,000	\$161,000
12.3%	18.2%	25.7%	18.2%	26.9%	13.6%	-5.3%	-21.1%	-35.7%	4.2%	-4.5%	-10.1%

The \$200,000 - \$249,999 price range mode still accounts for the majority of the 1,668 total sales this month (14.4% or 241 units), while homes under \$100,000 totaled 306 (18.3%) units. Closed escrows from conventional financing (574 units or 32% of all sales) decreased 4.4%, cash buyers increased 12.4% (552 units or 30.8%) and FHA financing decreased 11.8% (508 or 28.3%). These numbers include the 127 condo sales this month. The average amount of days spent on the market (from list date to opening escrow) was 71 days; the median DOM remained at 40.

According to MetroList® MLS data, the average home was 1,845 square feet. Of the 1,668 sales this month, 162 (9.7%) had 2 bedrooms or fewer, 883 (53%) had 3 bedrooms, 514 (30.8%) were 4 bedroom properties and 109 properties (6.5%) had 5+ bedrooms.

Active Listings numbered 2,966 properties and Active Short Sales Contingent numbered 2,122. Active Short Sale Contingent properties are short sale properties on which initial offers have been made. The Housing Market Supply figure for December was 1.8 Months – a 14.2% decrease from last month. This figure represents the amount of time – in months – it would take to deplete the Active Listing Inventory (2,966) given the current number of closed escrows (1,668).

Condominium Resale Market

Sacramento condominium sales increased for the month to 127 units. This figure is up 35.1% from the 94 units sold in November and up .8% from the 126 units sold last year. REO property sales accounted for 37.8% (48) of all units sold while short sales (40.9% or 52) and conventional sales (21.3% or 27) accounted for the remainder. The percentage of REO condo sales decreased 18.7%, short sales increased 23.9% and conventional sales increased 5.4%. The condominium median sales price decreased 1% month-to-month, from \$86,500 to \$85,629. This current price is up 7% from the \$80,000 median sales price of December 2010. Of the 457 units in the Listing Inventory, 188 (41.1%) were listed as Active Short Sale Contingent, leaving the actual Active Listing Inventory at 269 units.

SAR's 2012 Installation Focuses on Collaboration

continued from page 1

and is the youngest Member of the 18-person Board. She has chaired the Young Professionals Council and is the incoming president of the Masters Club.

She has served on the REALTOR® Action Fund Committee, the Communications Advisory Committee and the Technology Task Force and is a Golden-R PAC donor.

Erin has also been an instructor for different educational offerings at SAR and C.A.R. and has helped raise thousands of dollars for local charity and REALTOR® initiatives, especially through Young Professionals Council and REALTOR® Action Fund. She was a Member of the first Leadership Development class at SAR and is on the Board of C.A.R. Erin attended C.A.R. meetings to help with their Young Professionals Network at her own expense before becoming a C.A.R. Director. She also serves on the leadership of the C.A.R. Young Professionals Network and was quick to help when Doug offered the leadership of SAR's YPCs to help other REALTOR® associations organize and recognize their young professionals.

Judy Covington, Keller Williams Elk Grove, is the 2011 REALTOR® of the Year. She has served on the SAR Board since 2004 and has been a C.A.R. Director since 2005. She's also served on a number of committees: Awards, Budget, Centennial, Grievance, Masters Club Steering Committee, Nominating, and Strategic Planning. She has been on Government Relations from 1998 to the present and was a PAC Trustee from 2002 to 2007 and again starting in 2009. She also served on the Tech Fair committee starting in 2002, chaired it in 2008 and continues as the event has become the NorCal Real Estate Expo. And she has been on the MetroList Board of Directors from 2008 to the present.

After retiring from a successful career as an account executive for PacBell, she started in real estate as an intern at GBC in 1999. She was a top agent there from the time she started and has been with Keller Williams since 2004.

Not surprisingly, given her range of involvement in SAR, she is committed to professional growth and is always reading and studying ways to improve herself professionally. Kathy Fox, 2010 REALTOR® of the Year, presented the award to Judy.

Rico Rivera, Old Republic Home Protection, was named Affiliate of the Year. One of the founders of the Young Professionals Council at SAR, he served as its chair in 2009. He has taught classes at SAR as part of the RETI series. He is active in the Sacramento Chapter of the National Association of Hispanic Real Estate Professionals, NAHREP.

Rico is the disc jockey for the YPC Vendor Fair and Gala and other functions and always lends a hand behind the scenes. He has served on the board of the Moral Values Program, a neighborhood program in South Sacramento that provides support for underserved youth. Both YPC and SAR have donated to MVP over the years. He was born in Guadalajara, Mexico, came to the United States when he was 9 years old and became an American citizen in 2008.

New for 2011, the Rising Star Award recognizes someone who has been a Member of SAR for five years or less, who has provided exemplary service to the Association and who exhibits leadership ability. Kellie Swayne is the first honoree. She helps build CanTree each year, faithfully participates in Rebuilding Together,

was in the first SAR Leadership class, served as chair of the Young Professionals Council, has chaired the REALTOR® Action Fund, been elected to the SAR Board of Directors, currently chairs the Marketing and Communications Committee, chaired the Fall Conference in 2009, and has served on Grievance, Budget and the Charitable Foundation advisory task force.

Those honored for "extraordinary efforts to improve the programs and services of SAR" were:

- **Local Association Activities:**
Barbara Harsch, Jennifer Odama, Dave Boliard
- **Political Involvement:**
Dick Swayne, Doug Covill
- **Educational Excellence:**
Jeff Jurach, Leon Williams
- **Community Involvement:**
Tim Weisbeck, Rose Stinson
- **State Association Activities:**
Charlene Singley
- **National Association Activities:**
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Equal Opportunity/Cultural Diversity Committee

SAR's Equal Opportunity/Cultural Diversity Committee is responsible for reaching out and connecting the Association with various cultures in the Sacramento region. They strive to "celebrate and promote diversity" throughout SAR's jurisdiction and keep SAR as the prominent face in the local real estate industry. The 2012 Committee is led by Chair Stephen T. Webb and Vice Chair Tong Veu.

Over the years, this committee has worked with the local Asian/Pacific Islander Chamber of Commerce, Hispanic Chamber, Black Chamber, Rainbow Chamber, Indus Valley Chamber and Vietnamese Chamber. In addition to these chambers, SAR also collaborates with a variety of real estate organizations including Asian Real Estate Association of America (AREAA), Sacramento Realtists and the National Association of Hispanic Real Estate Professionals (NAHREP).

This group also gets involved in many community events. They recently participated in the inaugural Little Saigon Street Festival/Parade, which celebrated the Chinese/Vietnamese New Year. SAR arrived in a stylish Jaguar XKR convertible with two couples in traditional Chinese and Vietnamese dress and a number of Members dressed in red, black and gold trailing the car and waving "Happy New Year" signs in three different languages. It was quite a celebration.

The Equal Opportunity/Cultural Diversity Committee is also currently planning its biggest event of the year: the 2012 Multi-chamber Mixer. Last year this event drew over 300 in attendance, in despite inclement weather. There was great food and beverages, awesome prizes and networking – all for \$10. We expect no less from the committee members this year who are currently in the process of planning this Mixer of the Year. Be sure to save the date: **Thursday, April 19th @ 5:00pm.**

COMMUNITY OUTREACH COMMITTEE

MVP Gives At-risk Youth the Tools to Create Better Lives for Themselves

By Allison Couchman, Community Outreach Committee

The Moral Values Program, founded by Frank Victorio in 1994, is aimed at giving local at-risk youth the kind of direction, support and encouragement they are often not getting in their own homes. Most of the students involved in the program come from a heavily depressed area, riddled with gangs, violence and substance abuse. The parents are often unable to provide the type of environment that fosters self-sufficiency, confidence, and positive moral values. This is where MVP comes in.

The program's core values are courtesy, integrity, perseverance, self-control and indomitable spirit. They teach the children what it means to live by these values, which in turn gives those same children the desire and confidence to break these negative family cycles and reshape their lives. The program focuses on 6-8th graders, and in preparing them for high school. Many go on to Christian Brothers High School, through an alliance with the school and much community support.

Along with schooling and values training, MVP provides food, homework assistance, and many other basic necessities. Frank and Monica Victorio are tireless in their efforts to give these children a safe place to learn and grow, and the tools and encouragement needed to live a positive, healthy, moral life.

and meals, they need school supplies, toiletries and practical household items. For more information, please visit their website, www.mvpsacramento.org, or give them a call at (916) 391-8754. They are located at 2891 32nd Avenue, Sacramento.

MVP has a constant need for both volunteers and donations. Besides monetary donations for scholarships



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SAR EDUCATIONAL OFFERINGS

DATE	TIME	CLASS	COST	TOPIC	INSTRUCTOR
February 22	9:00am – 12:00pm	Creating the Ultimate Paperless Office	\$45	Learn everything you need to know about setting up and conducting business with the perfect virtual office paperlessly, efficiently and effortlessly - allowing you to work smarter and look more professional while saving time and energy. <ul style="list-style-type: none"> • How to turn your computer into the ultimate virtual office • Setting up virtual filing cabinets, folders and sub-folders • How to use the most real estate related functions in Microsoft Word and Excel • Sending & receiving faxes online • Using a portable document format program to send all documents through email or fax, so nobody can change or copy your documents • Using a tablet computer to get client signatures directly on your screen on any and all documents 	Jeffrey Raskin
February 22	1:00 – 4:00pm	Creating a systematic filing system with your computer and other electronic devices	\$45	Topics include: <ul style="list-style-type: none"> • The most efficient, effective and inexpensive way to use your computer and other devices to conduct real estate transactions • Learn the process of putting everything together including a systematic filing system • Covers zipForm®, iPad, Excel and Outlook or another calendar system. 	Jeffrey Raskin
February 23 & 24	9:00am – 5:00pm	Distressed Properties Professional	\$299	Topics include: <ul style="list-style-type: none"> • Preparing the short sale package • Understanding short sale contracts • Marketing yourself for a short sale listing • Calculating the probability of a successful short sale • Communicating with the asset management department • Working with basic and advanced foreclosures • Understanding of Broker Auction Registration 	Chris Wigley
March 7	8:30am – 12:30pm	Escrow Coordination Secrets	\$70	Topics include: <ul style="list-style-type: none"> • Locate the “meat and potatoes” of contracts, title, tax and termite reports. • Identify and prevent deal-killer issues. • Organize terms in an easy-to-understand format. • Understand who team is and effectively participate in problem-solving. • Create bullet-proof systems that ensure each transaction is smooth and hassle-free 	Diana Turnbloom
March 8	12:00 – 1:30pm	Lunch & Learn - Get on the Social Networking Bandwagon	\$10	Topics include: <ul style="list-style-type: none"> • The how-to's of social networking • How to set up your Facebook and Twitter pages • How to load these applications on your pda • How to incorporate these elements into your existing websites for maximum benefit 	Erin Attardi

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 cannot 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.

* This course is approved for continuing education credit by the California Department of Real Estate. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, authors or lecturers. You must attend **90%** of the class, pass a written exam and have **proof of identification** to qualify for DRE Credits.
All prices listed are based on SAR's early bird fee.

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MARCH CALENDAR OF EVENTS

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
			1 RE Finance Forum (A) 9:00 – 10:30am	2
5	6 Main Meeting (A) 9:00 – 10:30am	7 New Member Orientation (B) 8:30am – 12:30pm Escrow Coordination Secrets (A) 8:30am – 12:30pm	8 Realtist (A) 9:00 – 11:00am Lunch & Learn (A) 12:00 – 1:30pm	9 Office Closed – Staff Development 7:30 – 8:30am
12 MetroList Training – Prospector Course 1 (T) 9:00am – 12noon MetroList Training – Prospector Course 2 (T) 1:00 – 4:00pm	13 Regional Meetings* (A) 8:30-9:30am	14 Scholarship St. Patrick's Day Fundraiser (A) 8:00am – 4:00pm	15 Young Professionals Council (A) 9:00 – 10:00am WCR Luncheon (A) 11:00am – 2:00pm	16 Public Issues Forum (B) 9:30 – 10:30am
19 New Member Orientation (B) 12:30 – 4:30pm	20 Regional Meetings* (A) 8:30-9:30am	21 MetroList Seminar (A) 9:00 – 11:00am	22	23 Industry Update (A) 9:30 – 10:30am
26 MetroList Training – Searching & CMA Workshop (T) 9:00 – 11:30am MetroList Training – Auto Prospecting Workshop (T) 1:00 – 3:30pm	27 Regional Meetings* (A) 8:30-9:30am	28 Office Closed – Staff Development 1:00 – 2:00pm	29 Show Me the MoneyLunch & Learn 12:00 – 1:30pm	

Calendar Information

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

Meetings subject to change.

(A) Mack Powell Auditorium
(B) Board Room, 2nd Floor
(T) Training Room, 2nd Floor
(U) Upstairs

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by Susan Harrold

Regina Szura is a first-year Masters Club Member who began her real estate career two years ago. It is a remarkable achievement to make Masters so quickly. After my conversation with Regina, I learned that she has been "training" to be a great REALTOR® since she was a child. When she was young, her parents asked her to choose a magazine subscription and she chose "Unique Homes." Regina would act out being a REALTOR® and said she sold a \$2 million home to Richard Gere; what an imagination she had at such a young age.

Regina was raised in the Arden area and graduated from Rio Americano High School and California State University, Sacramento. She started her own clothing business, Daily Style. She bought clothes at trade shows in Las Vegas and Los Angeles and then sold these clothes at home parties. Regina's talent for networking helped her build a successful clothing business. After two and a half years, she decided to switch to real estate. After her daughter, Stella, was born, Regina was ready for a career

change. Her supportive husband, Matt, works for a wine group and imports and markets wine. Needless to say, he is very proud of his wife's success. She currently lives in West Sacramento with her daughter Stella and husband Matt and works at the Coldwell Banker office in Sierra Oaks.

Regina loves her real estate career because she enjoys helping people find the house they will call home or helping clients move onto something new. Regina recalls a funny experience during one of her first home inspections. She was diligently filling out her AVID, lost her balance and fell into the alarm pad. The alarm was blaring as she composed herself and called the sellers to get instructions to turn off the alarm - all while her clients and home inspector were there. This is just the beginning of all the different things that can happen to a REALTOR®. I know that Regina is well prepared to handle whatever comes her way.

Congratulations Regina as a new member of the Masters Club.

Mark Your Calendars for the upcoming events

Education Roundtables

February 3, 2012
08:00am - 12:00pm

Masters Club Awards Luncheon

March 16, 2012
11:00am Reception;
12noon Lunch and Program
Location: Sheraton Grand Hotel

Positive trend expected in commercial real estate in 2012

Commercial real estate markets were relatively flat in 2011, but improving fundamentals mean a more positive trend is expected in 2012, according to the National Association of REALTORS®.

Lawrence Yun, NAR chief economist, said there is little change in most of the commercial market sectors. "Vacancy rates are flat, leasing is soft and concessions continue to make it a tenant's market," he said. "However, with modest economic growth and job creation, the fundamentals for commercial real estate should gradually improve in the coming year."

The commercial real estate market is expected to follow the general economy. "Vacancy rates are expected to trend lower and rents should rise modestly next year. In the multifamily market, which already has the tightest vacancy rates in any commercial sector, apartment rents will be rising at faster rates in most of the country next year. If new multifamily construction doesn't ramp up, rent growth could potentially approach 7 percent over the next two years," Yun said.

Looking at commercial vacancy rates from the fourth quarter of 2011 to the fourth quarter of 2012, NAR forecasts vacancies to decline 0.6 percent in the office sector, 0.4 percent in industrial real estate, 0.8 percent in the retail sector and 0.7 percent in the multifamily rental market.

At the local level, the mentoring service offered by SAR's Commercial Division will be expanded in 2012 for Members' convenience. Rather than come to SAR, Members can make an appointment for a telephone conference. Tony Vicari (916.437.1205) will handle the appointments. If you would like free mentoring from a long-time commercial broker, just call for an appointment.



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DECEMBER 2011 DATA FOR SACRAMENTO COUNTY AND THE CITY OF WEST SACRAMENTO

MLS STATISTICS for December 2011 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	1,708		1,886	-9.4%		2,065		-17.3%
Active Listing Inventory †	2,966		3,236	-8.3%		5,156		-42.5%
Active Short Sale Contingent *	2,122		2,196	-3.4%		1,689		27.1%
Number of New Escrows	1,253		1,428	-12.3%		1,154		8.6%
Number of REO Sales	561	33.6%	514	9.1%	33.6%	655	43.6%	-14.4%
Number of Short Sales	490	29.4%	453	8.2%	29.6%	340	22.6%	44.1%
Conventional Sales	617	37.0%	564	9.4%	36.8%	509	33.8%	21.2%
Total Number of Closed Escrows	1,668	100.0%	1,531	8.9%	100.0%	1,504	100.0%	10.9%
Months Inventory	1.8 Months		2.1 Months	-14.3%		3.4 Months		-47.1%
Dollar Value of Closed Escrows	\$311,634,024		\$283,794,546	9.8%		\$303,584,341		2.7%
Median	\$161,000		\$165,000	-2.4%		\$179,000		-10.1%
Mean	\$187,055		\$185,365	0.9%		\$201,851		-7.3%
Mode	\$200,000 - \$249,999		\$200,000 - \$249,999			\$200,000 - \$249,999		

Year-to-Date Statistics	01/01/11 to 12/31/11	01/01/11 to 12/31/11	1/1/2010	Change
	SAR monthly data, compiled	MetroList YTD data	12/31/2010	
Number of Closed Escrows	18,816	19,526	17,427	8.0%
Dollar Value of Closed Escrows	\$3,555,973,028	\$3,696,705,036	\$3,624,606,375	-1.9%
Median	\$165,000	\$165,000	\$183,385	-10.0%
Mean	\$188,987	\$189,322	\$207,988	-9.1%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
New Listings Published	144		161	-10.6%		206	-30.1%
Active Listing Inventory †	269		296	-9.1%		548	-16.6%
Active Short Sale Contingent *	188		196	-4.1%		176	6.8%
Number of New Escrows	102		110	-7.3%		100	2.0%
Number of REO Sales	48	37.8%	44	9.1%	46.8%	69	-30.4%
Number of Short Sales	52	40.9%	31	67.7%	33.0%	29	79.3%
Conventional Sales	27	21.3%	19	42.1%	20.2%	28	-3.6%
Total Closed Escrows	127	100.0%	94	35.1%	100.0%	126	0.8%
Dollar Value of Closed Escrows	\$10,874,862		\$10,272,245	5.9%		\$13,133,913	-17.2%
Median	\$85,629		\$86,500	-1.0%		\$80,000	7.0%
Mean	\$72,000		\$109,279	-34.1%		\$104,237	-30.9%
Mode	\$70,000 - \$79,999		\$60,000 - \$69,999			\$120,000 - \$139,999	
Year-to-Date Statistics	01/01/11 to 12/31/11	01/01/11 to 12/31/11	1/1/2010	Change			
	SAR monthly data, compiled	MetroList YTD Data	12/31/2010				
Number of Closed Escrows	1,620		1,690	-4.1%		1,445	12.1%
Dollar Value of Closed Escrows	\$158,813,386		\$165,267,800	-4.5%		\$144,647,902	9.8%
Median	\$79,000		\$79,000			\$87,500	-9.7%
Mean	\$98,033		\$97,792			\$100,102	-2.1%

† 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 December 2011 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	1	0.1%	9	7.1%	0	4	0
\$30,000 - \$39,999	10	0.6%	7	5.5%	0	0	0
\$40,000 - \$49,999	19	1.1%	12	9.4%	0	1	3
\$50,000 - \$59,999	44	2.6%	13	10.2%	0	0	7
\$60,000 - \$69,999	45	2.7%	15	11.8%	0	1	3
\$70,000 - \$79,999	61	3.7%	16	12.6%	0	0	5
\$80,000 - \$89,999	70	4.2%	11	8.7%	2	2	2
\$90,000 - \$99,999	56	3.4%	6	4.7%	2	0	2
\$100,000 - \$119,999	130	7.8%	11	8.7%	5	0	3
\$120,000 - \$139,999	186	11.2%	9	7.1%	3	0	3
\$140,000 - \$159,999	189	11.3%	6	4.7%	6	0	2
\$160,000 - \$179,999	156	9.4%	7	5.5%	7	0	1
\$180,000 - \$199,999	110	6.6%	0	0.0%	6	1	4
\$200,000 - \$249,999	241	14.4%	3	2.4%	7	0	0
\$250,000 - \$299,999	138	8.3%	2	1.6%	5	0	1
\$300,000 - \$349,999	99	5.9%	0	0.0%	2	0	0
\$350,000 - \$399,999	45	2.7%	0	0.0%	1	1	0
\$400,000 - \$449,999	28	1.7%	0	0.0%	0	0	0
\$450,000 - \$499,999	11	0.7%	0	0.0%	1	0	0
\$500,000 - \$549,999	10	0.6%	0	0.0%	0	0	0
\$550,000 - \$599,999	5	0.3%	0	0.0%	0	0	0
\$600,000 - \$999,999	12	0.7%	0	0.0%	0	0	1
\$1,000,000 and over	2	0.1%	0	0.0%	0	0	0
Total	1,668	100%	127	100%	47	10	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	% of Total
(SFR, condo, PUD only)							
Financing Method							
Cash	552	30.8%	445	27.4%	0 - 30	748	41.7%
Conventional	574	32.0%	545	33.5%	31 - 60	340	18.9%
FHA	508	28.3%	522	32.1%	61 - 90	207	11.5%
VA	74	4.1%	51	3.1%	91 - 120	172	9.6%
Other †	87	4.8%	62	3.8%	121 - 180	180	10.0%
Total	1,795	100.0%	1,625	100.0%	181+	148	8.2%
					Total	1,795	100.0%

* half-plex, 2-on-1, mobile home
† includes: cal vet, contract of sale, creative, farm home loan, owner financing.
Median DOM: 40
Average DOM: 71
Average DOM 1 - 180 Days: 50
Average DOM 181+ Days: 287
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Joe and Susie Cabrillo – Sacramento (zip codes 95829, 95828, 95827) 916-213-8526

Cathy Galligan – Carmichael, Fair Oaks, Orangevale 916-923-6181x168

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Members of the Community Outreach Committee delivered checks to four deserving Sacramento charities in December: River City Food Bank; My Sister's House; CASA (Sacramento Court Appointed Special Advocates for Children), and Sacramento Crisis Nurseries.



REALTOR® Marvelene Weyer delivers SAR's check to Nilda Valmores, My Sister's House.



CASA, represented by Kymberly Loya, was delighted to receive the SAR check delivered by REALTOR® Sue Galster.

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The REALTOR® Lounge

The next time you are at SAR, stop by our new REALTOR® Lounge. It is located upstairs to the left of the Board Room in the Library. Along with an extensive selection of real estate related books and CDs, you are invited to use free WiFi (password is available at upstairs counter), relax in comfortable chairs, work or meet at our large conference table with seating for 8 or use a dedicated computer workstation with power outlets for charging your laptop. Feel free to make yourself at home.



REALTORS® Nikki Nguyen and Tom Tran take a break between SAR meetings to catch up on business in the SAR Member Lounge. The Lounge is available 7:30am – 4:30pm, Monday – Friday.

Invest in RAF and WIN!

The REALTOR® Action Fund is an investment to protect you and your business from onerous government regulations like point of sale requirements.

We are bringing back the fundraising contest. Each office that invests the most dollars per agent will be recognized at March's Main Meeting and receive an award. To have your investment in RAF count towards the contest it must be done by Friday, February 17, 2012.

For this contest, offices will be divided based on size:

- 1-4 Agents
- 5-10 Agents
- 11-24 Agents
- 25-50 Agents
- 51+ Agents



Office liaison program grows

An increasing number of liaisons keep their offices informed about SAR activities and benefits every week.

The Office Liaison Report, a communications program begun in 2011, is emailed each Tuesday to Members appointed by their broker or office manager. The one-page report provides a quick update on SAR Events, Member Benefits, Public Affairs and Education, to be shared at the weekly office meeting. Doug Covill highlighted the Office Liaison Report during his remarks at the Installation Luncheon last month as an example of improved communications between SAR and its Members.

All SAR Member offices are welcome to subscribe to the report. To receive the report, the broker or office manager may email Janelle Fallan at jfallan@sacrealtor.org.

Although all Members receive a monthly printed newsletter and two weekly emails, the Office Liaison Report provides brief, timely highlights, ideal for sharing at office meetings.



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Coleman D. Biggs
TerraQuest Realty

Brandon Bozek
Hammer Real Estate Group, Inc

Colleen Flohr
R.J. Gamble Realty

Natalie R. Kergan
Cook Realty

Ryan R. Laining
Coldwell Banker-Res R E Srv

Eric J. Linblade
Lyon RE LP

Casey M. McLoed
Atlantic & Pacific R.E. Inc.

Charles Fred Miller
Davis & Davis Associates

Scott Stenklyft
Angel Lynn Realty

Karen Wiese
Lyon RE Fair Oaks

Ruslan Yatsenko
Abdallah Real Estate

New Designated REALTORS®

Rodolfo N. Arrivas
Elite Realty Services

Derek A. Burk
Sutterer & Burk R.E. Services

Jason E. Litchney
Ivy Realty

New Affiliate Members

Donovan M. Crouchet
Merrill Lynch

Chester Glass
Evans Mortgage Company

Charles Lanman
North American Home Services

Mark Walike
Evans Mortgage Company

STAFF MEMBER OF THE MONTH



LUIS CALDERON

gram for the building, and working with customers who wish to rent our facility for wedding receptions or meetings on the weekends.

What did you do before coming to SAR?

I have a diverse background. My prior position was in a pre-school setting as an administrative assistant and full-time student at the Sacramento State University. Prior to that, I worked as a property manager and building maintenance supervisor.

What do you like best about working for SAR?

I like the team atmosphere.

How long have you lived in the Sacramento area? Where have lived before?

I have been a Sacramento resident since February 2001. Prior to moving to Sacramento, I resided in Pacifica, CA for six years.

What do you like/dislike about Sacramento?

I like the diversity that we are experiencing in the Sacramento region, but I do not like the high chances of suffering from allergies.

What are your hobbies or other activities?

I love playing baseball, although I have not played for the last 4 months. I also love spending time with my family.

Have you watched any good movies lately?

I watched my favorite animated film, Beauty and the Beast, with my children.

Do you have a favorite restaurant in Sacramento?

My favorite restaurant is Olive Garden.

What would people be surprised to learn about you?

People would be surprised to learned that I am actually a really shy person underneath my extroverted cover.

How long have you been with SAR and what is your position?

I have been employed in the role of Building Superintendent with SAR for three months. My duties include setting up for daily and monthly events, managing a preventive maintenance pro-

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What Is New With C.A.R. Forms?

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

Every year in April and November, and occasionally in between if a law changes, C.A.R. issues new and revised forms. The November 2011 revisions should already be available in Association stores and online in zipForm®. The following twenty forms are being revised in this release. Although the previous edition may still legally be used, brokers are always advised to use the current edition as soon as they are available.

Form ADM is revised to add a box to indicate it can be used with the RLA and a box for use with other forms.

Form BMI is revised by replacing paragraph D with new representational language on the part of the buyer.

Forms BRE and BRNE are revised to move the description of property to be acquired from page 2 to page 1; to change the title of the Buyer Obligation to Pay Compensation paragraph to Compensation, Payments and Credits; to change the title of the Payment of Compensation paragraph to Timing of Compensation and to add language regarding payments and credits to that paragraph; and to rearrange and renumber paragraphs throughout the form.

Form BRNN is revised to add on page 1 a description of property to be acquired.

Form CL is revised to add language to paragraph 26 specifying that in the event the tenant causes damage to the premises, landlord may opt to terminate the lease and still collect damages from the tenant.

Form CTT is revised to add a place for tenant to acknowledge receipt.

Form MCA is revised to change the wording of the Appraisal Contingency paragraph without changing the scope; to similarly change the wording of the Inspection Contingency paragraph and reference offers made without contingencies; add a paragraph regarding multiple offers being made by buyers; to add a place for seller signature; and to renumber the paragraphs throughout the form.

Form NCRPA is revised to remove part of the subheading.

Forms NOE, NSE, PCQ and PRQ are revised to change the format for the opening section.

Forms RLA, RLAA and RLAN are revised to add language to paragraph 8 authorizing but not requiring the listing broker to disclose receipt of any offers on the property and the price of such offers. This language removes a conflict with Article 1 of the REALTOR® Code of Ethics as reflected in Standard of Practice 1-15.

Form SA is revised to change the language in paragraph 2A to advise that if they are not sure what to disclose they should contact their own attorney and may not rely on the legal sufficiency of any recommendations of the broker; to change paragraph 2B(4) to add references to bonded indebtedness other than Mello-Roos and to private transfer fees; and to change paragraph 4A to reference the obligation to disclose repairs that have been made.

Form SBSA is revised to add a reference to carbon monoxide detectors in

paragraph 26; to add a new paragraph 29 entitled Underground Pipelines and Utilities; to add a new paragraph 30 entitled Marijuana; to renumber the remaining paragraphs accordingly; to add Charging Stations to the title of new paragraph 35 with language added therein in reference to the charging stations and to add a reference at the end of the paragraph to the CAR CID Guide; and to add a reference in new paragraph 38 to an additional online source for consumer product safety information.

Form SPQ is revised to add language to section III to advise that if they are not sure what to disclose they should contact their own attorney and may not rely on the legal sufficiency of any

recommendations of the broker; to add subsection 1 to section V. C regarding leased equipment; added subsection 2 to section V. C regarding alternate septic systems; to add references in section V. K1 regarding underground gas pipelines, cell phone towers and high voltage transmission lines.

Form SSIA is revised to add language to the introductory paragraph that brokers cannot and will not give legal, tax, credit or personal advice regarding short sales; to replace paragraph 4A with a description of the current law regarding short sale liability in California; to change the title of paragraph B to Foreclosure; to change the old paragraphs B, C, D and E to be paragraphs 1, 2, 3 and 4 respective-

ly under the new B and add a new paragraph B 5 entitled Other Liens; and to add new paragraph B entitled MARS and E entitled 3rd party negotiators under paragraph 6 and renumber the remaining paragraphs accordingly.

C.A.R. has announced that forms **CTT, DRA, MCA, NOE, NSE, PCQ and PRQ** will be available on Zipform® only. Hard copies will not be distributed through association stores.

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

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2012 State Political Preview

The Legislature reconvened for the second year of its two year session in January. REALTORS® were successful in 2011, sponsoring seven pieces of legislation, five of which were signed into law. One piece of legislation was included in a separate bill that was also signed into law.

The Board of Directors for the California Association of REALTORS® has already approved four bills which C.A.R. will look to sponsor. One of these bills is carried over from last year AB 365, sponsored by Assemblyman Alejo, would require local governments to post city council and county supervisor meeting agendas and staff reports to their website, if they have a website. In California we have the Brown Act, which requires meetings of legislative bodies to be publicly posted. There are some local jurisdictions in California who do not post agendas to their website; rather they put a hard copy up at City Hall. This means interested parties must physically go to City Hall to find out what their local government is doing. This makes it much more difficult to track local ordinances. One city passed a point-of-sale ordinance that local REALTORS® were unaware of because of the arduous process of looking at the agenda. In the Sacramento region we are fortunate that all of our local jurisdictions post agendas and staff reports already. If they did not, it would be much more difficult to track the political process.

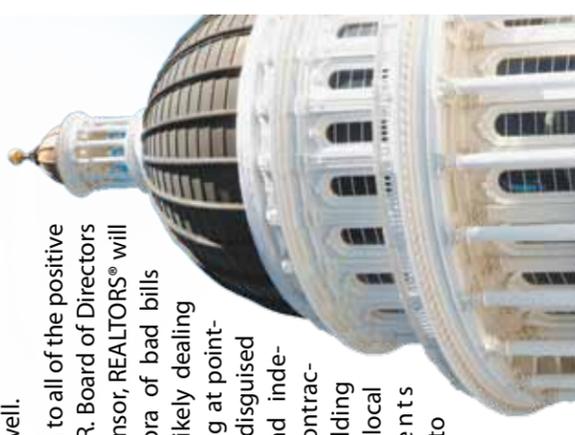
C.A.R. will also sponsor a bill on energy efficiency. As attention on greening continues, the State Legislature considers bills every year requiring greening at different trigger points, like point-of-sale, or date certain to name a few. But in the past there has been little consideration on the economics of these proposals. Greening is important, but in our current economy, affordability should be considered, especially with the number of highly efficient green things homeowners can do at little cost. This newly sponsored bill requires that the cost savings on

required green upgrades be "cost efficient" defined as the cost to the homeowner must be recouped in energy savings over the projected life of the required product. The legislation will add that it must not delay a real estate transaction. This is a very important piece of legislation to protect homeowners' pocketbooks and ensure that greening, while important, does not negatively affect the transaction process.

C.A.R. will also look at changes to the degree broker program. Currently if an individual has a bachelor's degree in any subject area, the requirement for job experience in real estate is waived. The C.A.R. Board of Directors voted to have this amended so the experience requirement can only be waived if the four-year degree is in the real estate field.

Lastly, C.A.R. will work on extending some type of short sale debt forgiveness which expires this year. Currently, the California law conforms to federal law forgiving short sale debt. The federal short sale debt forgiveness provision expires this year as well.

In addition to all of the positive bills the C.A.R. Board of Directors voted to sponsor, REALTORS® will see a plethora of bad bills introduced likely dealing with greening at point-of-sale, fees disguised as taxes, and independent contractor withholding as state and local governments continue to struggle with budget deficits.



FEBRUARY 2012

INSIDE
THIS ISSUE

President's
Perspective
PAGE 2

March
Calendar
PAGE 9

Masters Club
Corner
PAGE 10

New SAR
Members
PAGE 14

Legal
Update
PAGE 15

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