



SACRAMENTO REALTOR®

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JULY 2012

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

SAR Scholarship Award Winners

If you were fortunate enough to attend our June Main Meeting, you were probably awestruck by the outstanding accomplishments of our scholarship recipients. Most of the students selected had at least a 4.0 GPA, and one graduated high school with a 4.4 GPA. However, grade point average was not SAR Scholarship Trustees' main selection criteria. Other considerations were community involvement and extra curricular activities, career goals and financial need. Many of us left the meeting feeling optimistic

Adam Coupal graduated from Jesuit High School and will be studying business at Loyola Marymount University. He plans on pursuing a law degree as well. Adam received a \$1,000 SAR Scholarship.

Chelsea Dascher is the daughter of SAR Member Markus Dascher. She graduated from West Campus High School in 2010 and is now pursuing a degree in government and politics from UC Santa Cruz with the goal of working for the FBI. Chelsea received a \$1,000 SAR Scholarship.



Julia Derkach is the daughter of SAR Member Minslava Derkach. She graduated from Oakmont High School in 2010 and is now pursuing a degree in political science from Azusa Pacific University and plans on becoming a high school teacher. Julia received a \$1,000 SAR Scholarship.

Joseph DeCicco graduated from Jesuit High School and will be attending Santa Clara University. He plans on becoming a business executive and may one day run for Congress. Joseph received a \$1,000 SAR Scholarship.



Madison Kobliska graduated from Franklin High School and she will be majoring in kinesiology at Cal Poly San Luis Obispo. She would like to go on to work with athletes as a physical trainer. Madison is receiving a \$1,000 SAR Scholarship.



Sarah Jane Long is the daughter of SAR Member Shawnae Long. She graduated from El Sereno High School in January and spent the spring semester studying in Spain. Sarah Jane will be attending UC Santa Cruz to study biology and linguistics, and plans on going into the medical field. Sarah Jane is receiving a \$1,000 SAR Scholarship.

Meredith Lee graduated from John F. Kennedy High School. She is planning a career in the healthcare field and will be attending UC Davis. Meredith received a \$1,000 SAR Scholarship.

Matthew Malone is the son of SAR Member Bonita Malone. He graduated from Elk Grove High School and is currently studying journalism at Sacramento State University. Matthew received a \$1,000 SAR Scholarship.

Madeline Nicolaus is the daughter of SAR Member Diana Russell. She graduated from St. Francis High School and will be studying marketing at the University of San Francisco. Madeline received a \$1,000 SAR Scholarship.

about the future, having been introduced to the talented, committed young people who soon will be positive influences on various aspects of society.

This year a group of volunteers spearheaded the scholarship fundraising activities. Fundraising Committee Members were **Jodi Ash, David Boliard, Beth Harney, Phyllis Hayashi, Alyssa Lozano, Rico Rivera, Kathy Russell, Nancy Wegge and the Scholarship Trustees.**

Yianni Petrucci graduated from Jesuit High School. He hopes to pursue a career as a physical therapist or as a radiologist and will be attending Santa Clara University. He received a \$1,000 SAR Scholarship.



Abigail Scheid is the daughter of SAR Member Diana Scheid. She graduated from St. Francis High School. Abigail will be a business major at Santa Clara University and would like to pursue a career in the fashion industry. She received a \$1,000 SAR Scholarship.



Austin Smotherman is the son of SAR Member Marla Smotherman. He graduated from Del Oro High School. Austin will be studying business at Southern Methodist University as well as pursuing his dream of playing on the PGA Tour. Austin received a \$1,000 SAR Scholarship.

Ryan Stewart graduated from Pleasant Grove High School. His goal is to enter the Foreign Service after majoring in global affairs at George Mason University. He received a \$1,000 SAR Scholarship.

Kelsey Vogt is the daughter of SAR Members Kris and Kellie Vogt. She graduated from Pleasant Grove High School and will be majoring film production at Biola University. She received a \$1,000 SAR Scholarship.



Ryan Anderson is the son of SAR Member Keith Anderson and graduated from Jesuit High School. He plans on pursuing a career where he can help those in need and has been accepted to Regis University. Ryan received a \$1,250 SAR Scholarship.

Peter Huynh graduated from Pleasant Grove High School. He will be attending UC San Diego and will go on to medical school and to serve in the Navy. Peter received a \$1,250 SAR Scholarship.

Jarek Neczypor graduated from Jesuit High School. He plans on studying criminal justice and has been accepted to Loyola University. Jarek received a \$1,250 SAR Scholarship.



Abigail Bisi is the daughter of SAR Member Greg Bisi. She graduated from St. Francis High School and plans on studying neuropsychology, eventually earning her Ph.D. Abigail received the \$1,250 SAR Young Professionals Council Scholarship.

Karli Quinn is the granddaughter of SAR Past President Gil Albiani and the daughter of SAR Member Jennifer Albiani-Quinn. She graduated from Pleasant Grove High School. Karli will be pursuing a career in Agricultural Sales and Marketing and has been accepted to Oklahoma State University. She received the \$1,250 SAR Past President Scholarship.

More 2012 SAR Scholarship Awardees continued in the August 2012 edition

COMMITTEE PROFILE

SAR Scholarship Trustees

SAR is an organization known for charitable donations. We have been listed in the Sacramento Business Journal's Corporate Philanthropy - Direct Giving List for a number of years. The well-known Christmas CanTree fundraising season benefits the local Salvation Army. Also notable is the SAR Scholarship Fund. For 50 years SAR has been offering scholarships to local high school and college students. A focus on real estate is helpful, but not necessary for applicants. The only criteria that applicants need to meet are 1) be a resident of Sacramento County or the City of West Sacramento (SAR's jurisdiction) for at least one year and 2) show documentation of a maintained cumulative GPA of 3.5.

Who conducts the exhaustive selection process of recipients? The Scholarship Trustees, who oversee the SAR Scholarship Trust, a 501(c)(3),

consist of longtime advocates Perry Georgallis, Peggy Adams, Judy Schoer, Sherry Rubly and Nick LaPlaca. The SAR Scholarship Trustees pour over the applications each year, regrettably having to turn down more than a few. The recipients and their families are invited to the June Main Meeting where the scholarships are awarded to the students. This year \$38,250 in funds were awarded to 30 hard-working students. It was truly a feel good moment for all in attendance.

If you know or have children who will be going to college, remember the SAR Scholarship Trust their senior year. The application deadline each year is the last business day of March. Don't miss out! Over the past 50 years, more than \$500,000 in scholarships has been awarded to local students.

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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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2012 PRESIDENT



PATRICK LIEW

PRESIDENT'S PERSPECTIVE

REALTORS® who can't adapt to change have had a hard time the past few years. Any real estate office that has kept doing things the way they always have is probably gone – for one thing, they are not getting the MetroList books any more.

We have just completed a strategic planning session with the Board of Directors. We learned a new abbreviation: TTWWADI. That stands for "That's the way we've always done it!"

At the June planning session, we considered changes on all fronts – environmental, political, economic, technological and socio-demographic. As our Members' expectations and attitudes change, how do we continue to serve you? We considered how we deliver programs and services to stay relevant and to thrive.

Late in 2011, a Membership survey told us a lot about what is important to our Members. Respondents were generally satisfied with the value of various services and products offered by the

Association. They said they want advocacy, education, products and information.

"Being part of a supportive community" was prevalent throughout the survey responses and appears to be a very important benefit of Membership. REALTORS® are "people people" and it must occasionally get lonely out there for these independent contractors. Even more so, it is satisfying to staff and the elected leadership that respondents rated "advocacy" and "ethics enforcement" so highly precisely because these are intangible and difficult to quantify against the dollars spent as dues.

We discussed at the June planning session how remarkable associations maintain clear goals and have a disciplined process to evaluate how products and services remain aligned with their mission and members' documented needs. I would like to think we are on a good path to do that.

We should embrace and welcome change. It is always better.

Tanner named new CEO of REALTORS® Association

Following a nationwide search that included some 60 candidates, local REALTOR® David Tanner was named CEO of the Sacramento Association of REALTORS®.

Dave replaces Nelson Janes, who left Sacramento in May to become CEO of the Greater Las Vegas Association of REALTORS® after ten years at SAR.

Patrick Liew, President of SAR, said "We had a number of excellent candidates and are pleased that Dave Tanner is willing to switch roles from volunteer to executive. Dave knows the Association and its Members and staff very well."

"I look forward to the opportunity to work with the excellent staff at SAR to continue to provide high quality services and benefits to our valuable Members," Dave said when Patrick made the announcement.

Dave has been a real estate licensee since 1978 and real estate attorney since 1981. He has owned and/or managed residential and commercial brokerages for over 30 years. He was president of the San Jose Real Estate Board in 1995 and of SAR in 2005. Mr. Tanner most recently served on the Board of Directors and Professional Standards Committees at the Sacramento Association of

REALTORS®, the California Association of REALTORS® and the National Association of REALTORS®. As an attorney, he has served Of Counsel to the Hanson Law Firm focusing on broker risk reduction. He has been a valued SAR instructor, offering courses in ethics, disclosure, listing agreements and purchase agreements, as well as regional professional standards training.

"I would also like to thank President-elect Chris Little, who chaired the Search Committee," Patrick said. "Chris and the committee put in a lot of time making sure they made the best choice possible."



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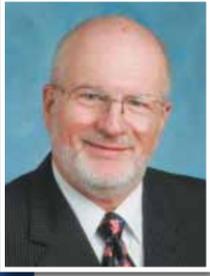
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Editorial Policy

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.

DAVE TANNER



Change is always a part of life. Some people fear change, especially when things are going well for them. Others hope for change, especially most people in the real estate industry these days. But wherever you are on the issue it is a certainty that change will occur.

A major change in my life was becoming the CEO of SAR in June 2012. I am certainly excited about this change and I am looking forward to all the things that lie ahead. It is a very significant change for me to move from REALTOR® to Association Executive but it is a change I feel I have been prepar-

SAR Forms Charitable Foundation

A new charitable foundation at SAR will mean that many cash contributions to the Association's activities will be tax-deductible – a benefit not available under the Association's current tax structure.

The Foundation is waiting for IRS approval, which is expected some time toward the end of the year.

REALTOR® Charlene Singley chairs the Foundation Board of Directors. "Forming the charitable foundation will be an important service that SAR will provide its Members. I hope to have more good news for you about the Foundation towards the end of the summer. For activities like Sip-n-Support, CanTree, the Masters Club Golf Tournament and so many other things we do, this will be really significant," she said.

The other members of the Charitable Foundation Board of Directors are: Kathy Fox, Vice-chair; Francisco Cuellar, Steve Galster, Barbara Harsch, Heather Pearce, Paula Swayne and Leon Williams.

The Charitable Foundation is already funding a program with Rebuilding Together, Habitat for Humanity and the Sacramento Metropolitan Air Quality Management District. The program does first-tier weatherization and conservation on owner-occupied low-income homes, saving between one and three tons of greenhouse gas emissions per home per year. The improvements are performed at no charge to the homeowners, and are installed by volunteers trained by Habitat and Rebuilding Together. The managing charities recruit and screen the recipients and volunteers.

ing for during my past 34 years in the industry. I hope to be able to bring that preparation and experience to this new position for the benefit of SAR and all its Members.

I am also hoping for change in others. I am hoping to encourage Members to be more involved with the Association. If you have not served on an SAR committee in the past, I hope that you will give it a try. I ask for your commitment to serve on one committee for one year. If you don't feel a sense of accomplishment by the end of the year, I will not ask you to do it again.

I am hoping that all Members will increase their financial contribution to the REALTOR® Action Fund. If you have only given the minimum \$49 this year

I ask you to contribute the additional \$148 to come up to the True Cost Of Doing Business level. In my opinion every Member should be contributing at this level every year. If you are already contributing at that level, I encourage you to consider becoming a major donor. The real estate industry and private property rights are constantly under attack from sources that want to take away what we have. Contributing as generously as you can will help our industry to effectively defend against these attacks.

Lastly, for now, I am hoping that you will increase your charitable giving. SAR is in the final phase of starting our Charitable Foundation. They will be seeking financial support for their

efforts. But if you are not able to contribute money at this time, you can still make a very significant contribution, your time. Masters Club is always seeking volunteers for their efforts at Loaves and Fishes. But opportunities are there to contribute through Rebuilding Together, American River Cleanup and hundreds of other programs that are seeking people to donate one day, or even half a day, a couple of times per year. I think most of us can agree we are certainly able to do that.

So I am asking each Member to make a change and become more involved. I believe that once you have done it a few times, you will walk away feeling that you have received more than you gave. What better feeling could you have than that?

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Summer Tips

Landscaping tips: that will let you keep your yard healthy and improve the appearance of your property.

- When mowing your lawn, leave some grass clippings where they fall. As the clippings decompose, they provide your lawn with nutrients, which means that you don't have to apply as much fertilizer and keep your lawn more natural.
- Buy fast-growing trees if you want to plant trees for privacy reasons. There are number of different fast-growing

trees available for sale, so you should have no problem finding the look that you would like. SMUD customers may be eligible for free shade trees. Call 916-924-8733 to learn more, or talk to Carl Carlson in the SAR Retail Center.

- Take some time to learn about different landscaping techniques. For example, anchor plants can be used to build continuity in your yard design. Plant texture is also important to create variations in your design. You can find quite a bit of free information online on this subject.
- Do not worry about taking plants out of your yard. Some plantings do not work as well as you originally thought after they are fully grown; so if you decide to remove those undesirable plants, your landscape

may become more aesthetically pleasing. In addition, you can replace such plants with something more appropriate for the space. Remember: removing the plant doesn't mean killing it. If you can't find a better space for it in your yard you can always give the plant away.

- Consider investing in a drip style watering system. These systems are simple to install and will allow plants to be watered consistently. This also saves water, as the water is delivered in drips rather than through a sprinkler or hose which sprays water everywhere.
- Know the precise measurements of your target work area before you head out to select your plants and materials. This makes it easier to know

how much of every item you will need. This will help you save money and trips to the store.

Finances: Choosing Credit Card for Travel

Travel reward credit cards are a great benefit only if you travel a lot. However, if you travel just once in a while, the benefit of such a reward credit card is offset by higher APR annual fees and other charges associated with the use of this type of credit card.

These kinds of reward credit cards may be specific to airline travel. There are also times when the rewards can only be redeemed with just one particular airline. Still, the restrictions can be offset by additional perks like discounts fees on auto rental, gas, hotel accommodations, or even purchases at retail shops. Before you choose the best rewards credit card for travel, you should assess how you are going to make use of it.

Travel reward credit cards also offer cash advances that can be of great help when you are traveling. They also offer travel insurance in the occurrence of worldwide emergencies, which include medical evacuation, emergency expatriation, and lost luggage. These are extremely hard to resolve if you do not have enough pre-travel preparation and purchase of coverage.

A best rewards credit card for travel may also offer points or discounts for every retail purchase you make. Although, there are some travel reward credit cards that do not offer discounts unless you are carrying over a balance at the end of the month.

It is also a good rule to look at how the benefits are redeemed and any restrictions that come along with these benefits. For example, your cash rewards. You do not have to wait until the end of the year to get your money from these travel reward credit cards. Be sure that they send the cash to you every twenty (or other amount) dollars as the amount is accrued. Moreover, those cards may offer round trip flights as the reward redemption value for every X amount of miles purchased with the card. One another important factor you should consider when choosing the best card is the charge for cash advances.

Summer Heat and Your Pet

Summer may be a good season for your dog to be running around, exercising, and going to parks for strolls. Don't forget that summer can also be bad for your dog if you don't keep your pet protected from the summer heat. Dogs are susceptible to the same afflictions as humans which include overheating, heat exhaustion, and heatstroke. Animals are also very vulnerable to sunburns or heat stress. The summer heat can also be especially difficult for animals who suffer from certain respiratory diseases. Remember, just because we as humans can cool ourselves down doesn't mean that dogs can do the same. Look out for your dog and their health just as you would yours.

How to protect your dog?

Don't leave your pet outside for too long without shade. The summer heat

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Volunteers of America, Greater Sacramento Celebrates 100 years in Sacramento

By Jenifer Miller, REALTOR® with Keller Williams Realty & 2012 Chair of Community Outreach Committee

Volunteers of America (VOA) is a nationwide program dedicated to providing community level services to over 2 million people a year. They work with people to provide services that help with affordable housing, abused children, at-risk youth, homeless, veterans, prisoners, former prisoners and substance abusers.

Volunteers of America was founded in 1896 by Ballington and Maud Booth. Ballington's father was William Booth, the man who founded the Salvation Army; working with and for the community is deeply rooted in this family's history.

Volunteers of America is one of the largest non-profit providers and devel-

opers of affordable housing in the United States. They own and/or manage more than 16,000 affordable housing units that help over 25,000 people each year. They are one of the largest providers for affordable senior housing, which includes assisted living and skilled nursing care for our seniors. The organization is the largest non-profit recipient of funding from the U.S. Department of Housing and Urban Development (HUD) to build housing for seniors and the disabled.

Volunteers of America has an impeccable track record for fund distribution, with 88 cents of every donated dollar going straight to the cause. If you are unable to donate your time and volun-

teer, you can be sure that the money you donate is being used wisely and correctly.

There are wonderful opportunities for volunteering right here in our own region. The Greater Sacramento & Northern Nevada VOA has openings now and will work with anyone at least 18 years old who is interested in volunteering; there are many ways to help.

If you are interested in helping, there is information on their website: <http://www.voa-sac.org/> or you can get information via email to: info@voa-sac.org, or call (916) 442-3691. Their local address is: 1900 Point West Way, Ste#270, Sacramento, CA. 95815.



Summer Tips

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can affect dogs faster than it can affect humans. Dogs have thicker skin and hair, and thus can absorb more heat. Since they have fewer sweat glands than humans, they also don't easily release the heat through sweat. It is advisable to bring a water sprayer with you if you take your dog outdoors during the summer. Giving your dog water to drink is not enough. Spraying water on your dog's body can help their cooling process immensely. Another very important piece of advice is not to leave your dog inside a parked car without a shade. Even with the windows down, the cars internal temperature can peek very quickly during the summer.

When you take your dogs out to exercise, make sure to set a limit. It might also be a good idea to get your dogs some booties to protect their paws from the heat-soaked ground. Try to avoid the hottest hours as well. You can try exercising with your dog early in the morning or in the evening when temperatures are generally cooler.

Finally, get your fleas and ticks treatments ready, and groom your dog regularly. More frequent bathing and a good grooming habit can help cool your dog down.

I hope these tips are helpful.

For questions contact Greg Bisi at Mountain West Financial 916-224-1022







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Open House Safety

Andrew Wooten, President of Safety Awareness Firearms Education (S.A.F.E.).

If you're holding an open house, pre-viewing the property increases your familiarity with the home and the area, enabling a higher level of service to potential buyers. But that same familiarity provides an opportunity to devise and implement a safety plan, which increases safety for you, your clients, and people attending the showing. These safety tips are primarily for holding an open house, but you may find them helpful for any showing appointment.

Make a list, check it twice

When you hold an open house, perform a pre-inspection on the property to eliminate any surprises.

- Check your cell phone reception.
- Verify operation of the lockbox.
- Determine where you'll park. Select a place where you won't get blocked in.
- Look for any potentially dangerous animals.
- Walk the perimeter of the house.

- Notice the type of fence. Is there a gate? Is it locked? Are there holes in the fence?
- Look at the shrubs. Do they provide a hiding place for someone?
- Be familiar with the garage door operation.
- Look for anything that seems amiss.

Don't forget the basics

If you're showing a home in the evening, consider outside and street lighting when selecting your parking location. Also, be sure to tell several people where you'll be (e.g., broker, spouse, friend, another agent).

Meet the neighbors

Take time before the open house to meet the neighbors. They'll be curious about a house for sale on their street. They'll want to know the asking price, see any upgrades and compare the listing to their own home, so take advantage of their inquisitiveness. Knock on doors of the houses on either side and

across the street from the property and introduce yourself, identify your car and let them know when you'll be showing the property. This not only increases the number of people who know where you are, but also puts you in front of potential clients and may give you inside knowledge about the area.

Yesterday, today and tomorrow

It may benefit you to make more than one trip to the house. Yes, it's time consuming, but you'll learn the property well and gain an overview of the area, especially if you go at different times of the day. Not only will you impress your customers with your familiarity of the home and area, the knowledge you gain during your previews makes it more likely you'll know what to do if you end up in a bad situation. You'll know if running out the back door gives you a means of escape or pins you in a fenced yard with a locked gate. If you don't have time to make multiple visits by the day before your appointment, at

least go once to locate the lockbox, take a quick look around, and let someone know you'll be there.

Create your word track

Visiting the property also enables you to develop your "word track." A word track is a planned or scripted verbal tactic used to draw someone's attention away from you when you're most vulnerable. For example, if you and a buyer approach a home via a dark walkway and he suggests that you lead the way, you can remark, "Hey, take a look at the new garage. According to the owners, they had it renovated last month." While he's checking out the garage, you can negotiate the walkway, unlock the lockbox, and open the front door. By the time he returns or again focuses his attention on you, you're standing in the home's doorway and facing him.

It's just a part of the business

Holding open houses is part of being a REALTOR®. You can increase the service you bring to your clients by being more familiar with the area, neighbors and features of the house. Don't let your focus on a potential sale or a hurried schedule distract you from being safe. Always be aware of your surroundings and develop a plan, just in case something goes wrong.

They Come to America... To Buy Real Estate

As the saying goes, "all real estate is local," but that's not necessarily true for real estate owners, who continue to come from across the globe to purchase U.S. property. According to the National Association of REALTORS® 2012 Profile of International Home Buying Activity, international purchases within the U.S. increased over the past year, as real estate in this country remains very attractive to foreign buyers.

Total residential international sales in the U.S. for the year ending March 2012 equaled \$82.4 billion in 2012, up from \$66.4 billion in 2011. Total international sales were split evenly between non-resident foreigners and recent immigrants.

"With low prices and the strength of the dollar, foreign buyers recognize our country's advantageous market conditions," said Alan Wagner, who is heading a task force at SAR on global real estate. "Foreign buyers understand the value of owning a home in the U.S. and can rely on a REALTOR® to help guide them through the often complex buying process. International clients also know home-ownership has many benefits, both financial and social. REALTORS® have noticed that many recent immigrants view owning a home as an important accomplishment that brings stability, security and a sense of community."

According to the report, international buyers came from all over the globe, but Canada, China (People's Republic of China including Hong Kong), Mexico, India and the United Kingdom accounted for 55 percent of all foreign transactions. Canada and China remain the fastest-growing countries in terms of

continued on page 7



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Flood Insurance

The United States House of Representatives recently passed a 60-day extension of the National Flood Insurance Program (NFIP). This temporary extension enables the Senate to act on the NAR supported five-year reauthorization and reform bill by the end of June 2012. The House of Representatives passed their version of the five-year extension several months ago. The Senate was unable to act on the five-year extension until now, due to a number of factors which can be categorized as political rather than policy issues. Locally, Congresswoman Doris Matsui is a champion of this five-year reauthorization. She and her staff have devoted significant resources to the extension, which has many updates that are vital the Sacramento, particularly in the Natomas region.

The short term extension was previously held up by Senator Tom Coburn (R-OK), who threatened to let the

NFIP shut down yet again, unless his demands were met regarding federal tax dollars subsidizing vacation homes. To meet these demands, the Senate agreed to a provision that creates a four-year phase out of rate subsidies on non-primary residences. The phase-out provision means that the flood insurance rate on some non-primary residences would increase by 25% per year until premiums reached the full (actuarial) cost. While the first step increase is currently scheduled to take effect on July 1, 2012, the rest of the increases would not be fully phased in for a minimum of four years.

Flood insurance rates are currently subsidized by the federal government to keep the program affordable for homeowners. Recent increased use of NFIP through disasters like Hurricane Katrina and Hurricane Rita have put the program into a deep financial deficit. Senator Coburn believes second

homes located in flood zones should have to pay for the full cost of the program.

Although NAR strongly objected to mixing provisions of the larger reform bill with the temporary extension, the elimination of rate subsidies was a necessary compromise in the face of overwhelming bipartisan support in both the House and Senate for the provision. The 60-day extension could not have moved forward without this compromise, which would have shut down the NFIP. The compromise now in place prevents a potentially catastrophic lapse of the NFIP for both the short and long-term. Flood insurance is required by law to obtain a mortgage in more than 21,000 communities nationwide. A lapse would have affected 1,300 transactions a day or nearly 40,000 a month, a potentially devastating blow to market recovery. This impact would have been particularly

severe in the Sacramento region where access to flood insurance is so important. NAR will continue to work with our Congressional allies to minimize the potential impact of second home insurance rate increases for flood insurance as the legislative process moves forward, and work toward the ultimate goal of the five-year extension of NFIP.

The Sacramento region has waited many years for the five-year extension of NFIP, and seen many short term extensions expire, sometimes without a second short term extension immediately following, creating great uncertainty for those buying and selling homes. When the five-year extension goes through, it will be thanks to Congresswoman Matsui who worked so hard for the Sacramento region on this important program.

They Come to America...To Buy Real Estate

continued from page 6

U.S. property purchases. Foreign buyers purchased homes throughout the country, but four states – Florida, California, Texas and Arizona – contained 51 percent of the homes purchased. Florida has been the fastest growing destination of choice, accounting for 26 percent of foreign purchases.

NAR offers a Certified International Property Specialist (CIPS®) designation, which prepares REALTORS® to serve the growing international market in their community by focusing on culture, exchange rates, investment trends and legal issues.

Twenty-seven percent of REALTORS® reported having worked with interna-

tional clients in the past year. Fifty-two percent of REALTORS® reported that international transactions accounted for one to 10 percent of their total transactions, while 27 percent reported that they made up more than 10 percent of total transactions.

SAR Members who are interested in learning more should get in touch with Alan, at alan@alanwagner.com; or Janelle Fallan, SAR Director of Public Affairs, at jfallan@sacrealtor.org.

Taken in part from the National Association of REALTORS' 2012 Profile of International Home Buying Activity.




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SAR EDUCATIONAL OFFERINGS

DATE	TIME	CLASS	COST	TOPIC	INSTRUCTOR
July 10	12noon – 1:30pm	Increase your client's purchase potential with Citibank - Lunch & Learn	\$15	<ul style="list-style-type: none"> • W.I.S.H. funds down payment assistance • HomeRun portfolio product (3 down, no MI, and no hits to the rate) • Citi's closing costs advantage for LMI borrowers • 1/2% down FHA product • HomePath • HARP 2 (Home Affordable Refinance Program) • Citiquick processing type for affluent clientele 	Cindy Ruth
July 18	9:00 – 1:00pm	Representing the Small or 1st Time Investor Part I	\$35	<ul style="list-style-type: none"> • Do you represent small or 1st time investors? • Are you a small or 1st time investor? • Should you be a small or 1st time investor? • Are you aware that the return on investment for duplexes and fourplexes have increased by 196% since the 2004-2005 market run-up? • Do you know how to evaluate the investment value of a small income property? • Are you able to compare the value and potential returns on small investment properties (i.e. vacant land vs improved property)? • Can you compare today's return on small investment properties to a "safe rate"? 	Gary Hancock, SAR Faculty Member
July 19	9:00 – 1:00pm	Representing the Small or 1st Time Investor Part II	\$35	<ul style="list-style-type: none"> • Apply what you learned in the first class. Please bring your personal laptop including the Windows Spreadsheet Application in EXCEL • We will search MetroList for ACTIVE AND SOLD properties and complete the Annual Property Operating Data (APOD) Form in a group setting. • Evaluate the impact of financing leverage options • Practical application using the "unbuilt building" formula 	Gary Hancock, SAR Faculty Member
July 30	8:30am – 4:30pm	Mortgage Loan Originators*	\$149	<p>Satisfies all National and State yearly renewal requirements with:</p> <ul style="list-style-type: none"> • Three hours federal law and regulations • Two hours of ethics • Two hours of lending standards for nontraditional mortgages • One hour of Appraisal Analysis <p>About the seminar:</p> <ul style="list-style-type: none"> • Each student will receive "Compliance in Action", a good reference book (130 pages) • Course fee includes the \$12 NMLS bank fee required • Students taking home study courses of any kind must be on a computer eight hours and must pass a NMLS approved exam. A real live class is of more value. <p>8 hours continuing education</p>	Duane Gomer Company Representative

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 costs listed are based on early bird SAR Member fees.

ETHICS CORNER

CODE OF ETHICS ARTICLE 3

REALTORS® shall cooperate with other brokers except when cooperation is not in the client's best interest. The obligation to cooperate does not include the obligation to share commissions, fees, or to otherwise compensate another broker. (Amended 1/95)

CASE INTERPRETATION: Case #3-7: Time at Which Modification to Offer of Compensation is Communicated is a Determining Factor

(Revised Case #22-7 May 1988. Transferred to Article 3 November, 1994, Cross Reference Case #2-14. Revised November 2001...) Reprinted from the Ethics and Arbitration Manual with permission from the National Association of REALTORS®.)

REALTOR® A listed Seller X's home and filed the listing with the MLS. The property data sheet indicated the compensation REALTOR® A was offering to the other Participants if they were successful in finding a buyer for Seller X's home.

During the next few weeks, REALTOR® A authorized several Participants of the Multiple Listing Service, including REALTOR® C, to show Seller X's home to potential buyers. Although several showings were made, no offers to purchase were forthcoming. REALTOR® A and Seller X, in discussing possible means of making the property more salable, agreed to reduce the listed price. REALTOR® A also agreed to lower his commission. REALTOR® A changed his compensation offer in the MLS and then called the MLS Participants who had shown Seller X's property to advise them that he was modifying his offer of compensation to cooperating brokers. Upon receiving the call, REALTOR® C

responded that he was working with Prospect Z who appeared to be very interested in purchasing the property and who would probably make an offer to purchase in the next day or two. REALTOR® C indicated that he would expect to receive the compensation that had been published originally in the MLS and not the reduced amount now being offered to him, since he had already shown the property to Prospect Z and expected an offer to purchase would be made shortly. REALTOR® A responded that since Prospect Z had not signed an offer to purchase and no offer had been submitted, the modified offer of compensation would be applicable.

The following day, REALTOR® C wrote an offer to purchase for Prospect Z. The offer was submitted to the Seller by REALTOR® A and was accepted. At the closing, REALTOR® A gave REALTOR® C a check for services in an amount reflect-

ing the modified offer communicated to REALTOR® C by phone. REALTOR® C refused to accept the check indicating that he felt REALTOR® A's actions were in violation of the Code of Ethics. REALTOR® C filed a complaint with the Board's Grievance Committee alleging violation of Articles 2 and 3 on the part of REALTOR® A citing Standard of Practice 3-2 in support of the charge.

During the hearing, REALTOR® C stated that REALTOR® A's modification of the compensation constituted a misrepresentation through concealment of pertinent facts since he had not provided REALTOR® C with specific written notification of the modification prior to the time REALTOR® C began his efforts to interest the purchaser in the listed property. REALTOR® A defended his actions by indicating that timely notice of the modification of compensation offered had been provided to REALTOR® C by telephone prior to REALTOR® C

submitting a signed offer to purchase. REALTOR® A also indicated that his modified offer of compensation had been bulletined to all Participants, including REALTOR® C, through the MLS in accordance with Standard of Practice 3-2 prior to the time that REALTOR® C had submitted the signed offer to purchase. REALTOR® A also commented that had REALTOR® C submitted the signed offer to purchase prior to REALTOR® A communicating the modified offer, then REALTOR® A would have willingly paid the amount originally offered.

Based on the evidence presented to it, the Hearing Panel concluded that REALTOR® A had acted in accordance with the obligation expressed in Standard of Practice 3-2 based on changing the offer of cooperative compensation in the MLS alone, even without the courtesy phone calls, and consequently was not in violation of Articles 2 or 3.

AUGUST CALENDAR OF EVENTS

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
		1 New Member Orientation (B) 8:30am – 12:30pm	2 Real Estate Finance Forum (A) 9:00am – 10:30pm	3 Office Closed – Staff Development 7:30 – 8:30am
6 MetroList Training – Prospector Course 1 (T) 9:00am – 12noon MetroList Training – Prospector Course 2 (T) 1:00 – 4:00pm	7 Main Meeting (A) 8:30 – 9:30am National Association of Hispanic Real Estate Professionals (NAHREP) 11:30am – 2:30pm	8	9 Realist (A) 11:00am – 1:00pm	10 CanTree – Sip & Support (A) 6:00pm – 10:00pm
13 Duane Gomer 45 Hour License Renewal (A) 1:00pm – 4:00pm	14 Regional Meetings* (A) 8:30 – 9:30am Duane Gomer Notary Seminar (A) 8:30am – 5:00pm	15	16 Young Professionals Council Forum (A) 9:00 – 10:00am WCR Luncheon (A) 11:00am – 2:00pm	17 Public Issues Forum (B) 9:30 – 10:30am
20 MetroList Training – Auto Prospecting & Mapping Workshop (T) 9:00 – 11:30am New Member Orientation (B) 12:30 – 4:30pm MetroList Training – Realist Workshop (T) 1:00 – 3:30pm	21 Regional Meetings* (A) 8:30 – 9:30am	22	23	24 Industry Update (B) 9:30 – 10:30am
27 Duane Gomer's Mortgage License Origination – Continuing Education 8:30am – 4:30pm	28 Regional Meetings* (A) 8:30 – 9:30am	29 Office Closed – Staff Development 1:00 – 2:00pm	30	31

Calendar Information

*For Regional Meeting locations and times, visit www.sacaravans.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

August Main Membership Meeting: Legal Update

Speaker:
Gov Hutchinson, CAR Assistant General Counsel & Staff VP
Tuesday, August 7 from 9:00-10:30am
SAR Mack Powell Auditorium
Gov will discuss the new real estate laws including those related to the distressed market.

TECH TIP

Protecting Your Client's Non-Public Information

By Jennifer Odama

It's Saturday evening. You and your clients just spent the day touring 10 homes in six different zip codes. Your clients decide to make an offer on 123 Main Street, since they, like 23 other buyers, see that this property has "good bones with potential." You haven't eaten anything all day and your brain feels fuzzy, but you push through to write up the offer. Your clients hand you their earnest money check. You swiftly make a photo copy, slide the copy behind the purchase agreement and scan the whole package to email to the listing agent.

We email or fax offers all the time, right? But, how many of us conceal our client's

non-public information like their bank routing and checking account number before transmitting? If your client expresses concern watching you scan their earnest money check, you might dig through your drawers for a black Sharpie pen to scratch out the bank routing and checking account numbers. Unfortunately, though, Sharpie pens weren't created to hide text, but rather make text stand out. So, the scanner or the fax machine that you just loaded your client's offer package into shines a bright light onto each page, thus still making the numbers you scratched out visible. What can you do?

There are several software programs that can easily solve this problem. One

was mentioned in last month's technology article, Adobe Acrobat (www.adobe.com). You would have to invest in the professional version, but there is a "redaction" tool that allows you to replace text with a black bar, permanently removing the text from the PDF. Another program is Paperport standard version (www.nuance.com). Paperport has an "eraser" tool that you just glide over the text and it makes it disappear. Tune in to this month's tech tip video for detailed instructions on how to use these tools.

To view the Tech Tip video, visit www.sacrealtor.org.

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Sales volume picks up, low inventory creating challenging market

The median home sales price dropped slightly for May to \$168,750, a .1% decrease from \$169,000. The \$200,000 - \$249,999 price range still accounts for the majority of the 1,816 total sales this month (14.9% or 270 units), while homes under \$100,000 totaled 293 (16.1%) units. Closed escrows from conventional financing (673 units or 34.4% of all sales) increased 6.1%, cash buyers decreased 1.5% (617 units) and FHA financing decreased slightly by 2.9% (515 or 26.3%). These numbers include the 141 condo sales this month. The average amount of days spent on the market (from list date to opening escrow) was 59 days; the median DOM decreased to 27.

Sales increased for the month to 1,816 units sold, up 11.2% from the 1,633 closed escrows in April. Year-to-year closed escrows were up 10.1% from the 1,650 units sold May 2011. Making up the closed escrows this month were 504 REOs (27.8%), 546 short sales (30.1%) and 766 conventional sales (42.2%). Compared with last month, REO sales are down 7.6%, short sales are down 1.3% and conventional sales up 7.1%.

The Total Listing Inventory has been split to more accurately reflect the current market. Active Listings numbered 1,413 properties, with 325 Active Short Sales making up 23% of that number. Active Short Sales Contingent properties totaled 2,561. 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 May was .8 months – a 11% decrease from April. This figure represents the number of months it would take to deplete the Active Listing Inventory (1,413), given the current number of closed escrows (1,816). This figure

is down from the 2.5 months of inventory that was available in May 2011.

Recently, certain zip codes have seen slight increases in median sales price. These areas are newer construction sites that were the first to decline when the market turned down. Natomas, newer Elk Grove and south Rancho Cordova (Anatolia) are spotlighted comparing January median sales prices to May:

continued on page 13

	2012	Jan	Feb	Mar	Apr	May	
Natomas	95833	\$120,250	\$124,500	\$128,500	\$128,500	\$130,000	8.11%
Natomas	95835	\$193,750	\$201,250	\$215,500	\$210,000	\$219,500	13.29%
Elk Grove	95757	\$250,000	\$250,000	\$246,500	\$236,250	\$257,000	2.80%
Elk Grove	95758	\$174,000	\$179,100	\$180,000	\$177,750	\$185,000	6.32%
Rancho	95742	\$221,000	\$222,500	\$227,500	\$240,640	\$238,000	7.69%



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

MLS STATISTICS for April 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	1,508		1,773	-14.9%		2,531		-40.4%
Active Listing Inventory †	1,539		1,791	-14.1%		4,484		-65.7%
Active Short Sale (included above)	390		481			N/A		
Active Short Sale Contingent *	2,536		2,579	-1.7%		2,086		21.6%
Number of New Escrows	1,626		1,862	-12.7%		1,581		2.8%
Number of REO Sales	491	30.1%	508	-3.3%	29.8%	672	44.1%	-26.9%
Number of Short Sales	498	30.5%	495	0.6%	29.0%	344	22.6%	44.8%
Conventional Sales	644	39.4%	701	-8.1%	41.1%	508	33.3%	26.8%
Total Number of Closed Escrows	1,633	100.0%	1,704	-4.2%	100.0%	1,524	100.0%	7.2%
Months Inventory	0.9 Months		1.1 Months	-18.2%		2.9 Months		-69.0%
Dollar Value of Closed Escrows	\$322,438,958		\$319,961,365	0.8%		\$290,014,097		11.2%
Median	\$169,000		\$165,900	1.9%		\$169,900		-0.5%
Mean	\$197,573		\$188,102	5.0%		\$190,548		3.7%

Year-to-Date Statistics	01/01/12 to 04/30/12	01/01/12 to 04/30/12	1/1/2011	Change
	SAR monthly data, compiled	MetroList YTD data	4/30/2011	
Number of Closed Escrows	6,020	6,182	5,714	5.4%
Dollar Value of Closed Escrows	\$1,128,431,650	\$1,160,607,709	\$1,091,801,386	3.4%
Median	\$160,000	\$165,000	\$169,000	-5.3%
Mean	\$179,861	\$187,740	\$191,442	-6.0%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
New Listings Published	147		173	-15.0%		224	-34.4%
Active Listing Inventory †	165		202	-18.3%		456	-14.9%
Active Short Sale	42		63			N/A	
Active Short Sale Contingent *	223		205	8.8%		163	36.8%
Number of New Escrows	112		133	-15.8%		133	-15.8%
Number of REO Sales	48	32.7%	62	-22.6%	40.3%	68	-29.4%
Number of Short Sales	43	29.3%	43	0.0%	27.9%	25	72.0%
Conventional Sales	56	38.1%	49	14.3%	31.8%	43	30.2%
Total Closed Escrows	147	100.0%	154	-4.5%	100.0%	136	8.1%
Dollar Value of Closed Escrows	\$14,380,147		\$12,771,487	12.6%		\$13,093,760	9.8%
Median	\$75,000		\$80,000	-6.3%		\$78,000	-3.8%
Mean	\$96,494		\$104,468	-5.7%		\$96,991	1.5%

Year-to-Date Statistics	01/01/12 to 04/30/12	01/01/12 to 04/30/12	1/1/2011	Change
	SAR monthly data, compiled	MetroList YTD Data	4/30/2011	
Number of Closed Escrows	553	565	542	2.0%
Dollar Value of Closed Escrows	\$49,683,484	\$51,399,609	\$53,708,136	-7.5%
Median	\$72,900	\$72,900	\$78,000	-6.5%
Mean	\$90,973	\$90,973	\$96,991	-6.2%

† 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 April 2012

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

Selling Price	Single-Fam Res.	% of Total	Condo/PUD	% of Total	Res. Incom.	Res. Lots/Land	Other Res.*
\$29,999 and under	4	0.2%	13	8.8%	1	2	0
\$30,000 - \$39,999	9	0.6%	20	13.6%	0	0	3
\$40,000 - \$49,999	22	1.3%	11	7.5%	1	2	5
\$50,000 - \$59,999	30	1.8%	8	5.4%	1	0	5
\$60,000 - \$69,999	32	2.0%	15	10.2%	0	1	1
\$70,000 - \$79,999	51	3.1%	11	7.5%	1	1	6
\$80,000 - \$89,999	65	4.0%	14	9.5%	4	1	7
\$90,000 - \$99,999	56	3.4%	8	5.4%	3	0	3
\$100,000 - \$119,999	131	8.0%	16	10.9%	2	2	5
\$120,000 - \$139,999	188	11.5%	6	4.1%	3	1	2
\$140,000 - \$159,999	155	9.5%	4	2.7%	2	1	3
\$160,000 - \$179,999	147	9.0%	5	3.4%	6	0	5
\$180,000 - \$199,999	126	7.7%	1	0.7%	3	0	0
\$200,000 - \$249,999	246	15.1%	4	2.7%	5	1	4
\$250,000 - \$299,999	146	8.9%	3	2.0%	4	0	1
\$300,000 - \$349,999	71	4.3%	4	2.7%	3	0	0
\$350,000 - \$399,999	56	3.4%	3	2.0%	0	0	1
\$400,000 - \$449,999	28	1.7%	0	0.0%	0	0	0
\$450,000 - \$499,999	26	1.6%	0	0.0%	1	0	0
\$500,000 - \$549,999	10	0.6%	1	0.7%	0	0	0
\$550,000 - \$599,999	12	0.7%	0	0.0%	1	0	0
\$600,000 - \$999,999	19	1.2%	0	0.0%	1	0	0
\$1,000,000 and over	3	0.2%	0	0.0%	0	0	0
Total	1,633	100%	147	100%	42	12	51

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
(SFR, condo, PUD only)									
Cash	569	32.0%	595	32.0%	0 - 30	895	50.3%	46.3%	44.8%
Conventional	576	32.4%	614	33.0%	31 - 60	266	15.0%	17.0%	17.9%
FHA	482	27.1%	505	27.2%	61 - 90	176	9.9%	11.4%	12.0%
VA	55	3.1%	69	3.7%	91 - 120	128	7.2%	8.2%	8.5%
Other †	97	5.5%	75	4.0%	121 - 180	157	8.8%	8.8%	8.8%
Total	1,779	100.0%	1,858	100.0%	181+	157	8.8%	8.5%	8.0%
					Total	1,779	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: 29
Average DOM: 66
Average DOM 1 - 180 Days: 44
Average DOM 181+ Days: 293
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List of property managers servicing the Sacramento Region

Phil Adams – Folsom, Eldorado Hills, Fair Oaks, Cameron Park, cell: 916-591-0124

Ernest Alexander – North and South Natomas (zip codes 95833, 95834, 95835) 916-717-0232

Renee Cabral – South East Sacramento (zip codes 95828, 95829, Elk Grove 95624) cell: 916-281-7771

Joe and Susie Cabrillo – Sacramento (zip codes 95829, 95828, 95827) 916-213-8526 916-628-5263

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

Jim Hall – South Sacramento- (zip codes 95823, 95832, 95831) (Greenhaven/Pocket), Land Park (zip code 95818), Mid-Town (zip codes 95816, 95814), West Sacramento (zip codes 95691, 95605) 916-716-3660

Eric Kramer – Antelope, Roseville, and Rocklin 916-862-4181

Penny Jarrett – Sacramento (zip codes 95821, 95825, 95864) Carmichael 916-709-5930

George Dahdouh – Laguna (95757, 95758) Galt 916-271-3804

Renea Negri – Rio Linda, Elverta, North Highlands, Antelope, Roseville (95747) 916-205-6415

Wes Richie – Sacramento (zip codes 95821, 95841, 95842) 916-730-4533

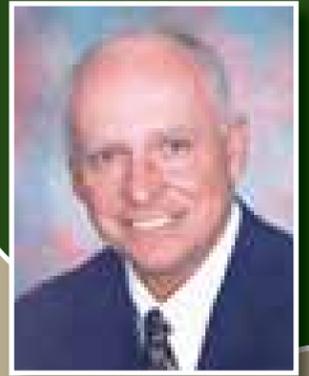
Phil Sparks – Sacramento (zip codes 95831, 95822, 95818, 95816) 916-752-2086

Cathy Stratton – Citrus Heights (95610, 95621) 916-923-6181x120

Geri Wells – Sacramento (zip codes 95815, 95821, 95825, 95864) East Sacramento (95819) Arden Oaks/Arden Fair 916-849-5541.

Jan Windsor – Carmichael 95608, Arden Oaks/Arden Fair (95864, 95821, 95825 East Sacramento 95819) cell: 916-320-8408

Barbara LeMaster – Small Commercial, Apartments (16 units or more) Sacramento County cell: 916-833-9252



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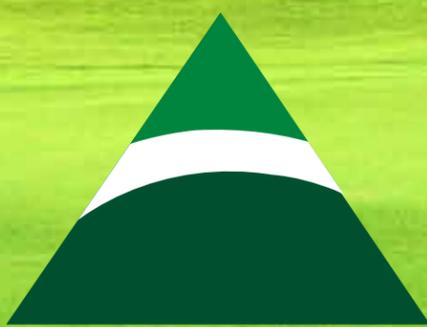
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KIMBERLY

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

I have been with SAR for over seven years. My position is the SAR Retail Center Assistant.

What did you do before coming to SAR?

I worked at the Disney Store at Arden Fair Mall.

Public Issues Forum Recap

Kerri Howell, Mayor of Folsom, and a member of the Sacramento County Regional Sanitation District spoke at the June Public Issues Forum. She discussed the new waste water treatment plant that the State of California wants to require. If the new plant goes through it would dramatically increase costs for current users, and for new connections. The Regional Sanitation District filed a lawsuit stating that what the State is attempting to require is unreasonable, and not based on sound science. Mayor Howell does not expect resolution on this issue for another six months.

She also talked about the new annexation approved for the City of Folsom, but that the City does not plan to develop until the economy improves. The City of Folsom also approved 300 units in a new subdivision, which she said was a significant amount of development considering only 1200 permits were pulled in all of Sacramento County last year.

Public Issues Forum is the third Friday of every month at 9:30am in the SAR Board Room. It is free and open to all SAR Members.

Sacramento Housing Statistics

continued from page 10

Condominium Resale Market

Sacramento condominium sales decreased for the month to 141 units. This figure is down 4.1% from the 147 units sold in April and down 2.8% from the 145 units sold in May 2011. REO property sales accounted for 32.6% (46) of all units sold while short sales (31.2% or 44) and conventional sales (36.2% or 51) accounted for the remainder. The percentage of REO condo sales decreased .3%, short sales increased 6.4% and conventional sales decreased 4.9%. The condominium median sales price increased 3.2% month-to-month, from \$75,000 to \$77,425. This current price is down .7% from the \$78,000 May 2011 median sales price. Of the 361 units in the Listing Inventory, 230 (63.7%) were listed as Active Short Sale Contingent, leaving the actual Active Listing Inventory at 131 units. Of these 131 units, 32 were listed as Active Short Sales.

What do you like best about working for SAR?

I enjoy the long days with my fellow staff members, as well as the benefits that come with working at SAR.

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

I have been living in Sacramento for almost 11 years. I moved here from the San Francisco Bay Area to attend college at Sacramento State.

What do you like/dislike about Sacramento?

Compared to the weather in the San Francisco Bay Area, I liked that Sacramento actually goes through all four seasons.

However, after all my years in Sacramento, I do miss the constant cool misty weather of the San Francisco Area.

What are your hobbies or other activities?

I love food, shopping (I am a shoe addict), traveling, and going to the beach. I am blessed with amazing people in my life and have the biggest joy spending time with them. I also like to do nothing; just relax and chill.

Have you watched any good movies lately?

Surprisingly, I am not into movies as much as I used to be. Although, I am a sucker for chick flicks and movies that send me into analysis mode.

Do you have a favorite restaurant in Sacramento?

Too many to mention! Although, my favorite types of restaurants are Asian and Italian.

What would people be surprised to learn about you?

I am a triplet (one set of identical twin brothers and myself). If you are wondering, yes my mom (and dad) survived it all and still are!



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Changes at DRE May Dramatically Increase Your Risk

by Christopher Hanson, Real Estate Broker/Attorney, Hanson Law Firm

Internal and external changes occurring at the California Department of Real Estate (DRE) may increase the risk to licensees of being disciplined by DRE.

We previously wrote about Governor Brown's proposal to eliminate DRE and place the responsibility for real estate licensees within the Department of Consumer Affairs (DCA). There were many areas of concern with this proposal. As this article is written it appears the most likely scenario is that DRE will remain substantially intact but will become a Bureau under the DCA.

Will it become the BRE? This is consistent with the legislative mandate of last year that the primary responsibility of DRE is consumer protection. DRE formerly was under the Business, Transportation and Housing Agency which is slated for elimination.

The internal changes will likely have more direct impact on licensees.

Essentially a perfect storm arose in the area of licensee discipline. No one can argue that activities of a significant number of licensees during the past several years demonstrated a need for greater enforcement. At the same time, the number of persons applying for new

licenses decreased dramatically, allowing for reallocation of assets from licensing to enforcement. The third aspect of the perfect storm was the legislative edict that DRE emphasize consumer protection.

At the CAR meetings in Sacramento in early May, Wayne Bell, Chief Counsel for DRE, advised that the Department had more than 4,200 active disciplinary matters pending against licensees. That represents over one percent of all active licensees. In an association such as the Sacramento Association of REALTORS®, with approximately five thousand Members, if that ratio were applied you could expect about fifty members to be

the subject of an active DRE disciplinary matter. If you do not know someone currently being investigated, the odds are you will soon.

In this aggressive disciplinary scenario, every licensee would be well advised to keep the contact information for an experienced DRE defense attorney handy.

If DRE calls and asks to discuss a transaction with you, the best course of action would be to discuss the matter with a knowledgeable attorney before making ANY statements to DRE. Once you make a statement to a DRE representative, that statement will be in the

file and could be used against you if disciplinary action is initiated.

While we encourage full cooperation with DRE in any investigation, you need to be fully aware of the issues and the risks to you before making any statements which could result in an action being taken against you.

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

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SAR Election

It is election time at SAR. While not all of our Members have time to get personally involved in SAR activities, everyone can contribute to the Association by taking a few minutes out of their day to vote. You may have already encountered Officer and Director Candidates out campaigning at SAR meetings and events. Information on how to vote and PIN numbers will be emailed to all Members and online voting will begin at 8:00am on Wednesday, July 25th. At that point you may go online to read candidate statements, view candidate election videos and most importantly VOTE! Paper ballots will also be available upon request. You will be selecting Directors for six (6) seats and Officers for one (1) seat for President, one (1) seat for President Elect and one (1) seat for Secretary/Treasurer. Save the date for Tuesday, September 11th. When the new Leadership will be announced at the SAR Main Meeting.

The Board of Directors is pleased to present the following Officers/Directors slate for annual election in July:

2013 Officers – One position per office for 2013

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Chris Little

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Ron Greenwood

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Kathie Bell
Franco Garcia
Brian McMartin
Deniece Ross-Francom
Tong Veu
JaCi Wallace

Voting for SAR Officers and Directors runs from July 25, 2012 and to August 15, 2012.

