



# SACRAMENTO REALTOR®

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JULY 2015

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## 2015 PRESIDENT

RON GREENWOOD



HOT is a word being used a lot this past couple of weeks. Certainly with regards to the weather, and our Real Estate market is no different. All of you that I talk with tell me how strong the market has gotten and how many homes you are selling. From what I can tell, it is a reflection of several things. Of course, low interest rates are playing a major role, but it feels like there is a lot more positive sentiment from our Buyers and Sellers, which is a definite reflection of a much stronger economy. This year is going to be a banner year for most of us with regards to strong sales. And, most importantly, the future of housing sales in the Sacramento Region looks bright for the near future, too. Major Kevin Johnson is adamant about moving forward with a number of projects that will be driving factors in our community's growth and development. Projects like our new sports arena (which is moving right along), the development of the rail yards with Kaiser Hospital's recent commitment, the new Science Center, the creation and building of 10,000 new homes in Sacramento and all of the jobs that will spin off of that development. Sacramento is so blessed to have space in its core that is available for it to develop.

In addition, I recently attended a major fundraiser on behalf of our Association and for the Sacramento Tree Foundation. At that event, Representative Doris Matsui was in attendance, plus a number of notable dignitaries from our community. One of the key points they pointed out was the large number of trees, like the Modesto Ash, that were planted decades ago, but are now at the end of their life cycle. There is a real push to replace a large number of them with Cherry Trees so our City has a feeling much like Washington, D.C. These trees are envisioned to be planted along the riverfront between the upcoming Science Center and Downtown. Additionally, we're hearing of plans to attract more jobs and plans for an increase in construction of new homes on both the Sacramento side and West Sacramento side of the Sacramento River.

As we all prosper in the coming years, I hope that you will continue to help us provide Scholarships to our young people. Our theme this month is focused on maintaining and growing our incredible SAR Scholarship Foundation. We should all be extremely proud of how strong it has become and how we continue to positively influence the lives of so many. We may now be one of the largest Scholarship Trusts in the entire country, but we still have so much work that needs to be done. We cannot rest on our laurels and expect that to be enough. Especially with the expense of going to College and getting a degree continuing to rise so much every year. One of the newest ways to help us grow and help more students is by way of our new Scholarship Tree in the SAR lobby right outside of the Mack Powell Event Center. You have a chance to have your contribution memorialized while creating a large fund that continually provide funds that can be awarded to deserving students. You can purchase everything from a leaf, branch, acorn, or piece of the trunk (for the big contributions) and they will remain there to be recognized for generations to come.



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## President's Perspective



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I hope you will contact one of our staff or Scholarship Trustees to make arrangements to be a part of this fabulous drive.

It is hard to believe it, but our year is HALF OVER. I hope 2015 is proving to be a fabulous year for you. As always, I encourage you be ACTIVE in our Association and in your Community. You

will be rewarded in so many ways with all of the friendships and acquaintances that you will develop. Life is meant to be truly lived, and volunteering and working to help others is the way to really experience what living is all about. In the meantime, I hope you have a fun-filled summer, and I will look forward to seeing you and hopefully working with you.

## 7th Annual Sip & Support – Hurray for Hollywood

### Register Now & Save the Date

Experience the glitz and glamour of SAR's Hollywood premier. Feel free to don your sequins and bow ties as you indulge in rich delicacies and cocktails. You'll enjoy an evening you won't soon forget.

Date: Friday, August 21st

Time: 6:00 – 10:00pm

Location: Mack Powell Event Center | 2003 Howe Ave.

Cost: \$30/person.

Various Sponsorship Levels are available – [see flyer](#) for detail.  
Contact Nichol for more information and to Register.





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- Residential Custom Construction
- MyCommunity Mortgage® (Fannie Mae)<sup>1</sup>
- Investment Loan Programs<sup>2</sup>
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# CEO CORNER

CHIEF EXECUTIVE OFFICER



DAVE TANNER

Our theme this month is "SAR Gives Back". It would be extremely difficult to find a group anywhere more generous than the Members of SAR. Every time I think that they are as generous as they can be, they surpass my expectations.

From our historical generosity with the CanTree program to the more recent SAR Charitable Foundation and the SAR Scholarship Trust, we have a pattern of exceptional giving. I would like to take a few moments to talk in particular about the Scholarship program.

The Scholarship Trust was set up to raise funds for the Trust and disburse the proceeds of income from the Trust to students selected by the Trustees. For the past several years, the Trustees have found it necessary to solicit contributions for immediate disbursement because the income from the proceeds of the Trust were insufficient to fund a viable Scholarship program.

To enhance the corpus of the Trust and reduce the future dependence on annual fundraising, the Trustees have initiated an endowment program as represented by the fundraising tree on the wall in the SAR lobby. Members, and other interested parties, are invited to make one-time contributions to the Trust with the goal that annual proceeds from investment of the corpus will be sufficient to fund the Scholarship program.

Individuals or groups of individuals, as well as companies, can make contributions and have their name permanently displayed on the tree. Contributions sought range from \$500 for a rock around the base up to \$10,000 for a section of the tree trunk or root. To date, at least three of those trunk sections have been sponsored.

Some individuals have made contributions themselves. Pooling of resources makes sponsorship feasible for other individuals. For instance, SAR employees have pooled their resources to sponsor a \$1,000 leaf and the employees of Dunnigan, REALTORS® have pooled their resources to sponsor a trunk section in honor of the late Richard Dunnigan.

I encourage all Members, either individually or as part of a pool, to make a contribution. This is the most ambitious fundraising program ever initiated by SAR. It can only be a success if all of us work together to achieve the goal. All recipients of SAR scholarships in the future will benefit from your generosity.







## UNDERSTANDING THE EQUITY SALES ACT

Recently, a number of real estate agents have contacted us with questions about whether they have to do anything if a seller goes into default on their loans during the course of escrow. Although the real estate market is in recovery for many owners, increasing prices do not mean they can pay their loans. So foreclosures may get started while they are trying to sell.

In 1979, the California legislature was concerned that homeowners whose residences are in foreclosure are at risk of fraud, deception, and unfair dealing by purchasers seeking to get control of their equity for little or no compensation. To prevent this, the Legislature passed the Home Equity Sales Contract Act (Civil Code 1695 et seq.) which has been a source of substantial confusion and litigation ever since. This Article will attempt to clarify what the Act requires.

First: the Act only applies if all of the following conditions are met:

- (1) the property is one-to-four family dwelling units;
- (2) the owner occupies one of the units as his or her principal place of residence;
- (3) there is an outstanding notice of default recorded; and
- (4) the buyer will NOT use the property as a personal residence.

The Act does not apply if any one of these four conditions is unmet. If all four are met however, the buyer must use a home equity sales contract, such as the C.A.R. standard form "Notice of Default Purchase Agreement" and attachments which incorporate the many requirements of the Act including:

- Full Disclosure of all terms of the Agreement;
- A complete description of the terms of payment from the Buyer;
- Any terms for a rent-back; and most importantly,
- Notice of the Five Day Right of Rescission, and Cancellation forms.

Significantly, the Act provides that until the Recission period ends, neither the Buyer nor agent can ask the Seller to sign any deed or other transfer document. Since this Right of Recission doesn't start to run until the Buyer has provided the Notice, the Seller can cancel at any time before the expiration... even after close of escrow! The legal penalty for violating the Act is three times the equity plus attorney fees and court costs. Plus criminal penalties may apply.

Originally, the Act required a buyer's agent to be bonded, but this was stripped from the Act on Constitutional grounds in 2007.

In some cases, a Notice of Default (NOD) may not have been recorded at the time the Seller enters a purchase contract with the Buyer. If however, prior to close of escrow, the NOD is recorded, then the Act would take effect, the Right of Recission would have to be given, and the Recission time must expire before the close of escrow can occur. This provision is not waivable by the Seller.

The attorneys of BPE Law Group, P.C. advise and represent property owners and real estate agents in dealing with their legal concerns and maximizing their opportunities. If you would like a consultation with us, please call our office at (916) 966-2260 or e-mail me at [sjbeede@bpelaw.com](mailto:sjbeede@bpelaw.com).

BY CAYLYN BROWN  
SAR GOVERNMENT AFFAIRS DIRECTOR

## California Drought: What You Need to Know

Water conservation is always important in California, but this year we can't afford to waste any water. Everyone needs to do his/her part. Many of California's reservoirs are facing near historic lows, including Folsom Lake. In April 2015, Governor Jerry Brown proclaimed a drought state of emergency and ordered a mandatory twenty-five percent reduction in water use.

Existing legislation from 2009 will help in the water conservation effort. As of 2009, state legislation requires all non-low flow plumbing appliances be changed out for water conserving appliances. All toilets now need to use no more than 1.6 gallons of water per flush. Showerheads need to have a low flow capacity of less than 2.5 gallons of water per minute. Interior faucets need to emit no more than 2.2 gallons of water per minute. And urinals must use no more than one gallon of water per flush.

C.A.R. was very involved in the legislation that implemented this law. As originally drafted, it required these changes to be made at point-of-sale, or before a home could close escrow. REALTORS® and C.A.R. successfully had the legislation amended so that non-compliant fixtures be disclosed. Changes are not required before a home can close escrow. The other important aspect of this amendment is that it puts onus of installing low flow plumbing appliances on the entire population, not just those looking to buy or sell property. With these amendments C.A.R. removed their opposition from the bill.

This law requires that all single family homes have noncompliant plumbing fixtures retrofitted with water efficient models by 2017. Homes that are remodeling are already required to install water saving devices. The law requires (beginning January 1, 2017) that a seller or transformer of most types of real property disclose to a purchaser or transferee, in writing, the requirements for replacing plumbing fixtures and whether their real property includes noncompliant plumbing.

Californian's need to come together during this historic drought to conserve water and preserve our precious resources.

For more information, visit:

**Save Our Water** ([www.saveourwater.com](http://www.saveourwater.com))

**California's Official Drought Information Portal** (<http://ca.gov/drought/>)

**California Department of Water Resources** ([www.water.ca.gov](http://www.water.ca.gov))

**Association of California Water Agencies** ([www.acwa.com](http://www.acwa.com))





## “Why?”

Ever ask yourself why? Why do I care, why do I try, why do I do what I do, why am I where I am, why is this happening to me? There are lots of reasons to ask yourself why and sometimes there are logical answers and sometimes there is no answer. I have overcome some major health challenges over the last 3 years where many times I asked myself why I am always asking “why” to the wrong questions. Why did I get cancer, why is this happening now, why am I financially struggling and why don’t I just go get a different job where I get a paycheck every month? Then it hit me “WHAT IS MY WHY,” what is the reason I am and do what I do? I decided to survey people to ask them their “WHY” and the responses were very similar across the board and with people that have different careers, ages, marital status, etc.

I asked all parties of this survey the same question, but I geared it toward their careers. Here are some of their responses. I will start with my ultimate favorite. Eric Sacht, firefighter/paramedic with Sacramento Metro Fire stated “Service before self is the highest reward a human can strive for.” Tim Yamagata, a fitness trainer from California Family Fitness in Orangevale stated, “To help people find their true potential and improve their quality of life.” Anthony Digiorno, loan officer from Land Home Financial stated, “Helping people with one of the biggest decisions in their life and helping them with so many unknowns of the process allows me to educate and guide them to make the best decision for their goals and family, which in turn allows me to fulfill myself helping people.” Jamie Lou, owner/DJ of DJ Party Services and REALTOR® at Weichert REALTORS® Galster Group stated, “Because we get to help rock the house.” Sue Galster, Owner/ REALTOR® of Weichert REALTORS® Galster Group stated, “I enjoy figuring out solutions for people changing their life circumstance whether it’s growing their family, or becoming empty-nesters, or marriage, divorce, job relocation. I love relationship selling.” Cynthia Woods, REALTOR® at Weichert REALTORS® Galster Group stated, “The success or failure of my business is determined by my actions, not by others.”

The pattern from most of these answers is similar, and it all revolves around helping others by your actions. If you are passionate about what you do then it’s easy to find the why. Finding your WHY is very important to being successful in all aspects of your life. I began my career in real estate with my WHY being about making good money as a single mom to support my kids and still be able to have a life with them and not miss their milestones in life. However, when I re-evaluated my WHY, I realized it was so much more. My WHY is to selflessly add value to the lives of others by helping them reach their homeownership goals or helping agents reach their potentials and growing myself so I can better help others. Being a part of Masters Club Steering Committee helps me with my WHY as I get to give back, help others, build relationships and help with local charities in their big WHY, which is giving back to the community. Now it’s your turn to think about your big WHY!

Amber Coppedge

Weichert Realtors, Galster Group





## Case #4-3: Disclosure of Family Interest

*(Revised Case #13-4 May, 1988. Transferred to Article 4 November, 1994.)*

REALTOR® A listed Client B's home and subsequently advised him to accept an offer from Buyer C at less than the listed price. Client B later filed a complaint against REALTOR® A with the Board stating that REALTOR® A had not disclosed that Buyer C was REALTOR® A's father-in-law; that REALTOR® A's strong urging had convinced Client B, the seller, to accept an offer below the listed price; and that REALTOR® A had acted more in the interests of the buyer than in the best interests of the seller.

At the hearing, REALTOR® A defended his actions stating that Article 4 of the Code requires disclosure when the purchaser is a member of the REALTOR®'S immediate family, and that his father-in-law was not a member of REALTOR® A's immediate family. REALTOR® A also demonstrated that he had presented two other offers to Client B, both lower than Buyer C's offer, and stated that, in his opinion, the price paid by Buyer C had been the fair market price.

REALTOR® A's defense was found by the Hearing Panel to be inadequate. The panel concluded that Article 4 forbids a REALTOR® to "acquire an interest in" property listed with him unless the interest is disclosed to the seller or the seller's agent; that the possibility, even remote, of REALTOR® A's acquiring an interest in the property from his father-in-law by inheritance gave the REALTOR® a potential interest in it; that REALTOR® A's conduct was clearly contrary to the intent of Article 4, since interest in property created through a family relationship can be closer and more tangible than through a corporate relationship which is cited in the Code as an interest requiring disclosure. REALTOR® A was found to have violated Article 4 for failing to disclose to Client B that the buyer was his father-in-law.

## Mentor a Real Estate Super Star

Become an SAR Intern Mentor and reap the many benefits of working with an energetic, ambitious college student eager to learn the real estate business. Through a unique partnership with Los Rios Community College District, SAR has qualified intern applicants ready to learn about the various aspects of real estate ten hours per week. Their curiosity and enthusiasm for the industry will remind you why you became a REALTOR®.

### About the Program

- Highly-motivated real estate students "shadow" you ten hours per week for a 16-week internship program.
- Past interns like Linda Wood and Judy Covington have gone on to become Masters Club members and serve as SAR leaders.
- SAR will provide you with a list of tasks for your intern to do during his/her time with you.
- Broker/agent applications are due by Wednesday, August 5 for the fall 2015 semester.

### Testimonial from a Past Intern and Current Mentor

Knowledge is Power! That has been my mantra, since the start of my career in Real Estate over 10 years ago.

Relocating to Sacramento and attempting to change careers mid-life, I was hesitant and wanted to make sure a career in Real Estate was right for me. I discovered the internship program offered at SAR and quickly made the decision to enroll. It was the best decision I could ever make. During my internship, I watched, listened & learned, soaking up everything I could. I greatly attribute my success in Real Estate with completing my SAR Internship and the knowledge I gained.

My first year in real estate sales, I was awarded the coveted Rising Star of the Year Award for the entire company. Today I am still involved in giving back, mentoring interns and sitting on the Internship committee. If you are thinking about Real Estate empower yourself, and enroll today!

- Victoria Millan, Keller Williams Realty

For an application and/or guidelines, visit [www.sacrealtor.org](http://www.sacrealtor.org) or contact Judy (Wegener) Shrivastava at 437-1207 or [jwegener@sacrealtor.org](mailto:jwegener@sacrealtor.org).

## Scholarship Awards - Recipients

For 53 years, SAR has been awarding scholarships to deserving Sacramento area students. Since 2001, we have had over 400 accomplished students pass through the Scholarship Program, receiving over \$470,000. This year the Scholarship Trustees were proud to present scholarships to 40 deserving and talented students during our June Main Meeting. Applauding their achievements were friends, family and many supportive SAR Members.

To kick off the scholarship awards presentation, previous recipients Adam Kuphalt and Caitlyn Greenwood spoke on their life experiences and what the scholarship helped them accomplish. This presentation was followed by the distribution of awards by SAR Scholarship Trustees **Perry Georgallis, Sherri Rubly, Judy Schoer, Nick LaPlaca and Peggy Adams.**

The Trustees thanked SAR Members, Masters Club and SAR's Young Professionals Network for the donations they contributed toward making the scholarship awards possible. They also recognized MetroList® Services, Inc., Coldwell Banker Sac Metro and Sierra Oaks, NARPM,

Lyon Real Estate Fair Oaks, Steve Larson with Farmers Insurance, and Vitek Mortgage Group for their generous contributions of money raised during their successful fundraising events. Along with the hard work of the Scholarship Fundraising Committee: Jodi Ash, David Boliard, Courtney Edwards, Phyllis Hayashi, Shantel Lopez, Chip O'Neill, Kathy Russell, Jack Souza, Rose Stinson and Scholarship Trustees were able to raise \$45,000.

This year the Trustees named the 3rd Creative Contributions Scholarship in honor of SAR Director of Retail Operations Carl Carlson for the significant contributions he has made to the scholarship fundraising program. Using his creativity, ingenuity and contacts, Carl has developed many new corporate partners and unique ways to raise funds.

- Pavilions Car Wash Gift Cards
- Realtor Round-up
- E-Waste for Good



## *Congratulations* **SCHOLARSHIP RECIPIENTS!**



**Christopher Andrew**, graduated from John F. Kennedy High School and will study engineering at Saint Mary's College of California. Christopher received a \$500 SAR scholarship.



**Samantha Arnez**, family friend of SAR member Kathy Fox. She graduated from Cordova High School and will be earning a Nursing degree at California State University, Sacramento. Samantha received a \$500 SAR scholarship.



**Collette Bradley**, daughter of SAR member Julia Bradley, graduated from Elk Grove High School. In the fall she will attend California State University, Long Beach, majoring in International Studies. Collette received a \$750 SAR scholarship.

# SAR'S SCHOLARSHIP

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**Grant Bringham**, son of SAR members Jerry & Liz Bringham. He graduated from Jesuit High School and will attend the University of Washington in the fall to study Aeronautical Engineering. Grant received a \$1,000 SAR scholarship funded by the Young Professionals Network.



**Chloe Bueb**, daughter of SAR member Liza Seipel-Bueb. She graduated from Folsom High School and will be pursuing a business degree at Folsom Lake and American River College. Chloe is received a \$750 SAR scholarship.



**Sheridan Bunyan-Naulty**, daughter of SAR member James Naulty. She graduated from Bella Vista High School and will be attending Azusa Pacific University, studying Applied Exercise Science. Sheridan received a \$750 SAR scholarship.



**Natalie Cackler**, daughter of SAR member Todd Cackler. She graduated from Vista Del Lago High School and will be pursuing a degree in Liberal studies at Sonoma State. Natalie received a \$750 SAR scholarship.



**Allison Campbell**, daughter of SAR member Bobby Campbell, graduated from Casa Roble High School. She will study English at California State University, Sacramento. Allison received the \$2500 Eugene William scholarship.



**Katie DeGaxiola**, graduated from Casa Roble High School and will be attending California State University, Sacramento to earn a degree in Biology. Katie received a \$750 SAR scholarship.



**Katherine Diamond**, daughter of SAR member Holly Diamond. She will be attending the University of San Diego, majoring in Behavioral Neuroscience/Pre-Medicine. Katherine received a \$1,000 SAR scholarship funded by Steve Larson with Farmers Insurance.



**Alana Easterbrook**, daughter of SAR members John and Carla Easterbrook. She graduated from Bella Vista High School and will be attending Rutgers University to earn an education in Biomedical Engineering. Alana received a \$1,000 SAR scholarship funded by Masters Club.



**Morgan Evangelista**, niece of SAR member Tim Weisbeck. She will continue to pursue her education in Criminal Justice at Bowling Green State University. Morgan received a \$1,000 SAR scholarship funded by Metrolist Services, Inc.





**Antonia Grieco**, daughter of SAR members Adriana and John Grieco. She currently attends the University of Nevada, Reno earning a degree in Journalism. Antonia received a \$500 SAR scholarship.



**Sonali Gupta**, graduated from Mira Loma high school and will be studying business at the University of San Francisco. Sonali received a \$750 SAR scholarship.



**Bailey Heng**, daughter of SAR member Brenda Heng, graduated from Christian Brothers High School. She will study Political Science at the University of California, Santa Barbara. Bailey received a \$1,000 SAR scholarship funded by Coldwell Banker – Sierra Oaks and Sac Metro.



**Christopher Hill**, son of SAR member Kimberly Contrearras. He graduated from Franklin High School and will be pursuing a Business Administration degree at San Diego State University. Christopher received a \$750 SAR scholarship.



**Amanda Holtzen**, graduated from Vista del Lago High School and will be attending American River College to study Kinesiology. Amanda received a \$500 SAR Scholarship.



**Lisa Holzen**, daughter of SAR member Stephanie Holzen, currently attending Sacramento State University where she is earning a degree in Economics and Statistics. Lisa received a \$500 SAR scholarship.



**Vincent Howe**, son of Dave Howe from MetroList®, graduated from Woodcreek High School. He will be attending Sierra College studying Environmental Engineering. Vincent received a \$1,000 SAR scholarship funded by the Young Professionals Network.



**Alexandra Jang-Chin**, graduated from West Campus High School and will be majoring in Business Administration at the University of San Francisco. Alexandra received a \$750 SAR scholarship.



**Scott Kuphaldt**, son of SAR member Elisa Kuphaldt. He graduated from Bella Vista High School and will attend Cal Poly, San Luis Obispo to studying Civil Engineering. Scott received the \$2,000 Dale Morris Scholarship.

# SAR'S SCHOLARSHIP

◀ 15



**Sage Lauwerys**, graduated from West Campus High School and will be attending UC Davis to pursue a career in Politics. Sage received a \$1,500 SAR scholarship funded by NARPM.



**Charles Lawver**, son of SAR member Cory Lawver, graduated from Jesuit High School. He will attend Loyola Marymount to study Psychology. Charles received the \$1,750 Kay Georgallis scholarship.



**Daniel Lee**, stepson of late SAR member Dann Ingram and friend of SAR member Rhonda Holmen. He Graduated from Christian Brothers High School and will studying Computer Science at the University of California, Los Angeles. Daniel received a \$1,000 SAR scholarship funded by Vitek.



**Claire Locke**, daughter of SAR member Diana Locke, graduated from El Camino High School and will be studying Business at University of California, Los Angeles. Claire received a \$1,000 Richard Dunning scholarship.



**Mariya Mar-Liu**, graduated from C.K. McClatchy High School and will be studying Business Administration at Seton Hall University. Mariya received a \$750 SAR Scholarship.



**Evan Martens**, currently attends C.K. McClatchy High School. He will be double majoring in Sociology/Anthropology and Foreign Languages at Lewis & Clark College. Evan received a \$1,000 SAR scholarship funded by Metrolist® Services, Inc.



**Elisa Monroe**, daughter of SAR member Marty Monroe, graduated from El Camino Fundamental High School. She will be attending BYU, Hawaii, majoring in Social Work. Elisa received a \$1,000 SAR scholarship funded by Coldwell Banker – Sierra Oaks and Sac Metro.



**Kassandra Moore-McIntyre**, granddaughter of SAR member Kathy Yarbrough. Currently attending Azusa Pacific University. In the fall she will be studying Clinical Psychology at the California School of Professional Psychology. Kassandra received a \$500 SAR Scholarship.



**Michelle Mott**, daughter of SAR member Ronald William Mott. She graduated from Oakmont High School and will be pursuing a degree in Communications at California State University, Sacramento. Michelle received the \$1,500 Mike Messina Scholarship.



**Jessica Ngo**, cousin of SAR CFO Chris Ly. She graduated from River City High School and will be attending Stanford University, majoring in Human Biology. Jessica received a \$1,500 SAR scholarship funded by Metrolist® Services, Inc.



**Ashlyn Nunes**, daughter of Tom Nunes, graduated from Cordova High School. She will attend the University of California, Davis to earn a Managerial Economics degree. Ashlyn received a \$1,500 creative contributions scholarship honoring Carl Carlson.



**Kyle Paulsen**, son of SAR member Keith Paulson, is currently attending San Diego State University. He is triple majoring in Criminal Justice, Spanish and Political Science. Kyle received a \$750 SAR scholarship.



**Anissa Reyes**, family friend of SAR member Jerry Scharosch, is currently attending CSU, Sacramento. She is pursuing a degree in English with a precentual and minor in Teacher's Education. Anissa received a \$750 SAR scholarship.



**Nina Saferstein**, graduated from George Washington Carver and will be attending Saint Mary's College of California, studying Politics. Nina received a \$500 SAR scholarship.



**Nathan Thalken**, family friend of SAR member Beth Harney. He graduated from Rio Americano and will be attending the University of California, San Diego. Nathan received a \$1,000 SAR scholarship funded by Coldwell Banker – Sierra Oaks & Sac Metro.



**Cecil Williams II**, son of SAR member Cecil Williams I, graduated from Laguna Creek High School and Phillips Exeter Academy. He will study politics at Harvard University. Cecil received the \$1,500 Mack Powell scholarship.



**Liana Wolfe**, family friend of SAR member Sally Dunbar, graduated from Del Campo High School. She will be attending the Los Rios colleges to pursue a career in Business Management. Liana received a \$750 SAR Scholarship.



**Matthew Woolgar**, friend of SAR member Angela Gitt. He graduated from Jesuit High School and will be majoring in Engineering at the University of California Los Angeles. Matthew received a \$1,000 scholarship funded by the Young Professionals Network.



**Whitney Yeager**, graduated from Folsom High School and will be pursuing a liberal studies degree with a concentration in Special Education at Biola University. Whitney received a \$1,000 SAR scholarship funded by affiliate companies.





## Consumer Financial Protection Bureau (C.F.P.B.) Delays New Mortgage Disclosure Rules...

New mortgage disclosure rules from the CFPB were set to take effect August 1st, and many lenders were far from being ready. Luckily for them, the CFPB was forced to extend the deadline by two months after the agency missed its own deadline for filing paperwork with Congress. The new disclosure rules were then pushed back 2 months to October 1st, and now they have been pushed back again to October 3rd. This change was made with the hope that scheduling the effective date on a Saturday could allow for a smoother implementation by giving the industry time over the weekend to launch new systems configurations and to test systems. As of two months before the August 1st deadline, nearly 80% of banks were still awaiting technology upgrades from their vendors, according to the American Bankers Association.

To piggy back off of my article from last month on the Truth-in-Lending Act (TILA) and Real Estate Settlement Procedures Act (RESPA), the change the CFPB is making combines forms mandated by the Truth-in-Lending and the Real Estate Settlement Procedures Acts into a single integrated disclosure, commonly known as TRID (TILA RESPA Integrated Disclosure). The intent is to help consumers more clearly understand the total cost of a home loan. While the change streamlines the process for borrowers, it adds more work for lenders by requiring them to electronically gather all fee data from various parties including title agents, appraisal companies and real estate agents and prepare disclosures well in advance of a loan closing. A lot of times today some of that information is given to the borrower on the same day the loan closes. But to meet the new regulations, some lenders are planning on mailing the disclosures 10 days beforehand to ensure the borrower receives those three days before closing.

All in all I find that the CFPB's failure to timely submit a document for a rule that prescribes deadlines for delivering disclosures is ironic. Hopefully the extra time will give lenders and their vendors' time to prepare for the upcoming changes.

Please join us at SAR for the Real Estate Finance and Affiliate Forum meeting held on the first Thursday of the month beginning at 9:00am.

## Hold your next event here!



2003 Howe Ave, Sacramento, CA 95825

[www.mpeventcenter.com](http://www.mpeventcenter.com)

[Click here](#) to download the pricing and space information.





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# SAR EDUCATIONAL OFFERINGS

DATE	TIME	CLASS	COST	TOPIC	INSTRUCTOR
July 7	9:00am - 12noon	zipForm® & e-Signatures	\$30	<ul style="list-style-type: none"> <li>Monitor transactions</li> <li>Sign and initial signatures including client options</li> <li>Legal definitions &amp; requirements of electronic signatures</li> <li>Automatically update C.A.R. forms</li> </ul>	David Metten
July 14	12noon – 1:30pm	<b>COMMERCIAL REAL ESTATE EDUCATION: Lunch 'N Learn: Pavement 101 - How to Make Wise Pavement Decisions</b>	\$15	<ul style="list-style-type: none"> <li>Understanding the difference between asphalt and concrete for your property's paved surfaces</li> <li>What "real" sealcoating is versus cheaper alternatives that don't last</li> <li>Recognizing early signs of pavement failure and the best ways to address it</li> <li>Best maintenance practices to extend the life of your parking lots</li> </ul>	Sponsored by Dryco Construction
July 16	9:00am – 12noon	<b>How to Think Like an Appraiser</b>	\$25	<ul style="list-style-type: none"> <li>What to say and not say to appraisers</li> <li>What type of information to share with appraisers</li> <li>How to see properties like an appraiser does</li> <li>How to pull comps like an appraiser</li> </ul>	Ryan Lundquist
July 23	10:00 – 11:30am	<b>Natural Hazard Disclosures</b>	\$35	<ul style="list-style-type: none"> <li>Natural Hazard v. Environmental Hazards</li> <li>Importance of Maps</li> <li>Tax Mello-Roos, 1915 Bonds and PACE Loans</li> <li>Flood Issues in the Sacramento Area</li> <li>Legislation regarding Levees</li> </ul>	Ralph Kephart
July 30	9:00am – 12noon	<b>The Art of Networking &amp; Perfecting your Database</b>	\$15	<ul style="list-style-type: none"> <li>The true art of networking and how to connect with each other.</li> <li>Concepts from John C. Maxwell (5 Levels of Leadership), Malcom Gladwell and Brian Buffini will be discussed.</li> <li>Speed dating style exercises will be utilized to maximize the learning experience.</li> <li>Information to help you build strong relationships with those you come in contact with on a daily basis</li> </ul>	Mony Nop
August 7	9:00am - 12noon	DocuSign® & Digital Ink	\$30	<ul style="list-style-type: none"> <li>Digital Signatures using zipform mobile</li> <li>TouchSign by Digital Ink</li> <li>DocuSign app for iPhone, Android and Windows mobile devices</li> <li>Mobile Tips and Tricks</li> </ul>	David Metten
August 10	8:30am – 5:00pm	<b>RELEVANT PRACTICES FOR THE MLO</b>	\$139	<ul style="list-style-type: none"> <li>3 hours federal law and regulations</li> <li>2 hours of ethics</li> <li>2 hours of lending standards for nontraditional mortgages</li> <li>1 elective hour on California Home Lending and Foreclosure Updates</li> </ul>	Duane Gomer Representative
August 14	9:00am – 1:00pm	<b>Your Guide to the RPA</b>	\$69	<ul style="list-style-type: none"> <li>Get familiar with the changes to the clauses</li> <li>Learn the new approach to addressing wood destroying pests</li> <li>Understand changes regarding how to deal with personal property items</li> <li>Learn how to write offers without depositing checks</li> </ul>	Gov Hutchinson
August 20	1:00 – 4:00pm	<b>License Renewal Home Study &amp; Live Review</b>	\$75 (CD Pricing) \$85 (Text Book Pricing)	This is a Correspondence Course that meets the BRE requirements for 45-hour renewals. Please note that due to new BRE rules no testing will be offered on site. All testing will be done online.	Duane Gomer Representative

All classes listed above are held at SAR's Mack Powell Auditorium. To register online, visit [ims.sacrealtor.org](https://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 48 hours in advance. If you cancel less than 48 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.**



# AUGUST CALENDAR OF EVENTS

Monday	Tuesday	Wednesday	Thursday	Friday
<b>3</b>  <b>WCR Board Meeting (B)</b> 12noon - 1:30pm	<b>4</b>  <b>SAR Main Meeting (EC)</b> 9:00 – 10:30am  <b>CanTree Committe (B)</b> 10:30am – 12noon  <b>Volunteer Coordinating Committee (P)</b> 10:30 – 11:30am	<b>5</b>  <b>New Member Orientation (B)</b> 9:00am – 12:30pm	<b>6</b>  <b>Real Estate Finance &amp; Affiliate Forum (EC)</b> 9:00 – 10:30am	<b>7</b>  <b>SAR Offices Closed for Staff Development</b> 7:30 – 8:30am  <b>Docusign &amp; Digital Ink (EC)</b> 9:00am – 12noon
<b>10</b> <b>Mortgage License – Continuing Education (EC)</b> 8:30am - 4:30pm <b>Education Committee (B)</b> 9:00am – 12noon <b>MetroList – Course I (T)</b> 9:00am – 12noon <b>MetroList – Course II (T)</b> 1:00 - 4:00pm	<b>11</b> <b>Accredited Staging Professional (EC)</b> 9:00am – 5:30pm  <b>Regional Meetings (Various)</b> Visit <a href="http://www.sarcaravans.org">www.sarcaravans.org</a>  <b>Intern Interviews (B)</b> 11:00am – 5:00pm	<b>12</b> <b>Accredited Staging Professional (EC)</b> 9:00am – 5:30pm  <b>SAR New Member Orientation (B)</b> 1:00 – 4:30pm	<b>13</b> <b>Accredited Staging Professional (EC)</b> 9:00am – 5:30pm <b>Masters Club Steering Committee</b> 9:30 – 11:00am <b>Equal Opportunity/Cultural Diversity Committee (B)</b> 11:30am – 1:00pm	<b>14</b> <b>Your Guide to the RPA – Gov Hutchinson</b> 9:00am – 1:00pm <b>Commercial Mentoring Group (P)</b> 10:00am – 12noon
<b>17</b>	<b>18</b> <b>Regional Meetings (Various)</b> Visit <a href="http://www.sarcaravans.org">www.sarcaravans.org</a> <b>Scholarship Fundraising Committee (B)</b> 1:00 – 2:00pm <b>SAR Charitable Foundation BOD (B)</b> 2:30 – 4:00pm	<b>19</b> <b>New Member Orientation (B)</b> 6:00 – 9:30pm	<b>20</b> <b>Marketing/Communications Committee (L)</b> 9:30am – 12noon <b>YPN Advisory Committee (T)</b> 11:00am – 2:30pm <b>WCR Business Luncheon (EC)</b> 11:00am – 2:00pm <b>45 Hour Duane Gomer – License Renewal (EC)</b> 11:00am – 2:00pm	<b>21</b> <b>SAR Public Issues Forum (B)</b> 9:30 – 10:30am <b>Executive Committee (P)</b> 11:00am – 1:00pm <b>Strategic Planning &amp; Finance Committee (B)</b> 1:00 – 2:00pm <b>Sip &amp; Support Event (EC)</b> 6:00 – 10:00pm
<b>24</b>	<b>25</b> <b>Regional Meetings (Various)</b> Visit <a href="http://www.sarcaravans.org">www.sarcaravans.org</a> <b>Housing Opportunity Committee (B)</b> 10:30am – 12noon <b>SAR Charitable Foundation BOD (B)</b> 2:30 – 4:00pm	<b>26</b> <b>SAR Offices Closed</b> 1:00 – 2:00pm <b>SAR Intern Class (B)</b> 2:00 – 4:30pm	<b>27</b> <b>Natural Hazard Disclosure (EC)</b> 9:00am – 12noon <b>SAR BOD (B)</b> 9:00 – 11:00am <b>Commercial Lunch &amp; Learn – Expense Underwriting (EC)</b> 9:00am – 1:00pm	<b>28</b> <b>Broker/Manager Forum</b> 9:30 – 10:30am
<b>30</b>				

## Calendar Information

\*For Regional Meeting locations and times, visit [www.sarcaravans.org](http://www.sarcaravans.org) or contact Tony Vicari at [tvicari@sacrealtor.org](mailto:tvicari@sacrealtor.org) or 437-1205.

(EC) Mack Powell Event Center  
(B) Board Room, 2nd Floor  
(T) Training Room, 2nd Floor  
(U) Upstairs

\*Various locations – Call for details  
\*\* closed meeting

*Meetings subject to change.*



# SAR NEW MEMBERS

June 2015

## New REALTOR® Members

### Pearl Ahlquist-Ruby

Jacob Kurtz

### Melissa Alvarez

Coldwell Banker-Res RE Srv

### Kelly Bebermeyer

Claiborne Real Estate

### Janet Brecher

Lyon RE Fair Oaks

### Robert Campbell

Empyrean Real Estate

### Michael Dagen

Century 21 M & M and Assoc.

### Jared Davis

Lyon RE LP

### Matthew Dee

Realty Executives Premier Properties

### Pavel Derkach

Arrow Realty

### Youk Diep

Great Valley Realty & Mortgage

### Joseph Do

Excel Realty Inc.

### Chantarat Downing

Five Diamond Realty

### Matthew Dunn

Re/Max Gold Midtown

### Daniel Episcopo

Keller Williams Realty So. Placer

### Mahi Farami

Dean Adams Residential R.E.

### Erin Gibson

Lyon RE Fair Oaks

### John Gotishan

Lyon RE Fair Oaks

### Carolyn Graham

VGC Real Estate Group

### Jorge Gutierrez

Keller Williams Realty Natomas

### Jamie Hart

Providence Properties

### Richard Hartman

HomeSmart ICARE Realty

### Kerri Hayes

Coldwell Banker-Res R E Srv

### Antonio Henry

McTygue Group Inc

### Nancy Humes

Campbell Real Estate Inc

### Shandell Jones

Coldwell Banker-Res R E Srv

### Yuliya Kazak

Keller Williams Realty So. Placer

### Megan Lasnini

Coldwell Banker-Res R E Srv

### Mary Lavoie

Lyon RE Folsom

### Eric Lee

The Malone Group Inc

### Denise Lindsey

Allison James Estates & Homes

### Be Mai

Century 21 Select Real Estate

### Kathryn Maranda

Sunrise Options

### David Martin

Asset Financial Center Inc

### Louis Martinez

Keller Williams Rlty  
Fair Oaks/Sacramento

### Isa Martinez

Asset Financial Center Inc

### Tony McDaniel

McTygue Group Inc

### Michael Monroe

Carlile Properties

### Anil Nayyar

Amen Real Estate

### Hojung Park

Carlile Properties

### Sujan Roberts

Sunrise Options

### Timon Rooney

Dean Adams Residential R.E.

### Erin Sanders

Folsom Realty

### Peter Schroeder

Century 21 Select Real Estate

### Bernadine Schultz

Lyon RE Downtown

### Rachel Scisinger

Keller Williams Realty

### Reza Shahbazi

Century 21 Select Real Estate

### Whitley Sisneros

Lyon RE LP

### Ajaypal Sohi

Empyrean Real Estate

### Deborah Tax

JCL Realty, Inc.

### Carol Welch

All Professional Realty, Inc

### Joy West

Realty World,Your Proprrty Srce

### Timothy Wheeler

Keller Williams Realty So. Placer

### William Woehler

Bentley Mortgage & RE Srv

### Chong Yang

NewVision Realty Group

## New Designated REALTORS®

### Andrew Athanassious

Andrew Athanassious

### Brian Bornino

Brian Bornino

### Shari Dorenkamp

The Edwards Company

### Briana Ferguson

The Ferguson Group, Inc

### Kurt Nelson

Kurt Nelson

### Floyd Valdez

High Sierra Brokers

## New Affiliate Members

### Laurie Theriault

Sierra Oak Insurance Services



## Sales stall for May, median sales price inches upwards

# MAY

Sales decreased for May, dropping 3.1% month-to-month from 1,607 to 1,557 sales. This figure is up 4.1% from the 1,495 sales recorded in May 2014. Sales have increased 69% from January (927 sales vs 1,557 sales). Equity sales rose 2.3% and accounted for 90.2% of all sales (1,405 units) for the month. The remainder of sales comprised of 69 Short Sales (4.4%) and 83 REO sales (5.3%). Both REO sales and short sales decreased for the month, 18.4% and 20%, respectively.

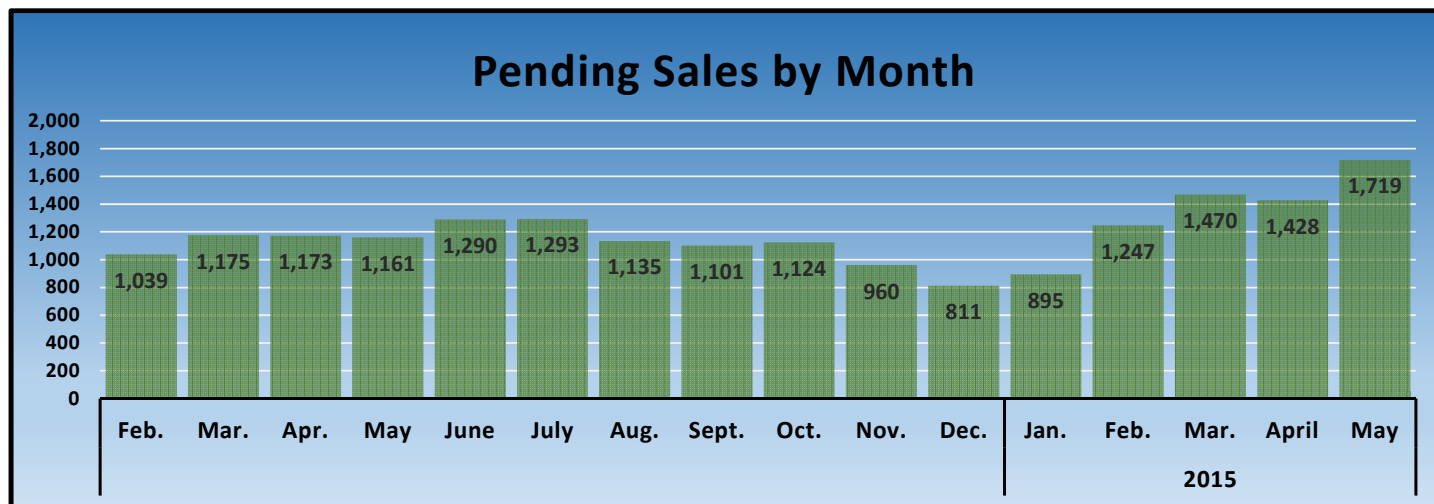
Of the 1,557 sales this month, 237 used cash financing (15.2%), 729 used conventional (mortgage-backed) financing (46.8%), 455 (29.2%) used FHA (Federal Housing Administration), 87 (5.6%) used VA (Veterans Affairs) and 49 used (3.1%) Other\* types of financing. The average DOM (days on market) for homes sold this month was 28 and the Median DOM decreased from 13 to 12. These numbers represent the days between the initial listing of the home as "active" and the

day it goes "pending." Breaking down the Days On Market, there were 1,157 listings that sold between 1 – 30 days, 207 listings that sold between 31 – 60 days, 81 between 61 – 90 days, 40 between 91 – 120 days and 72 sold after being on the market for over 120 days.

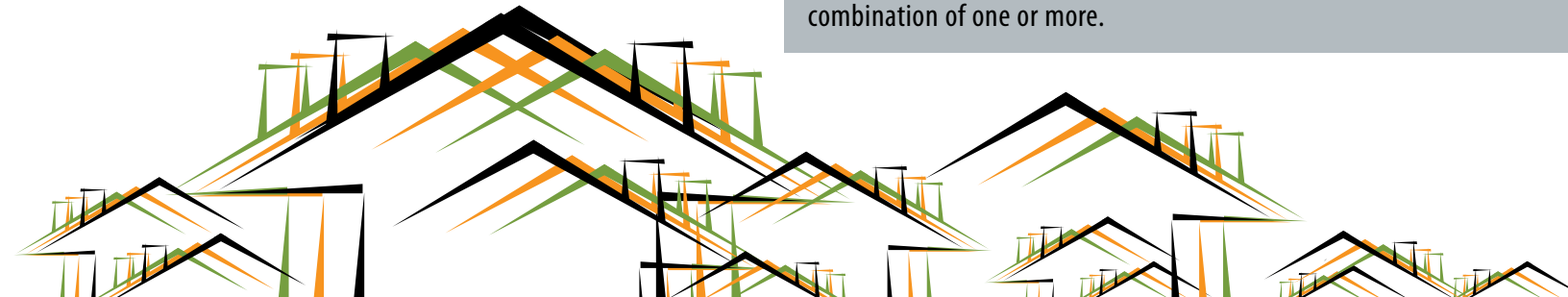
Pending sales decreased 1.8% from 1,428 to 1,403.

The month-to-month median sales price increased 3.2% from \$281,000 to \$290,000. The current level is 5.5% above the \$275,000 median sales price of May 2014.

The Months of Inventory increased 12.5% to from 1.6 months to 1.8 months. The Active Listing Inventory increased, up 7.3% from 2,546 to 2,732. Compared year-to-year, the current number is down .1% from the 2,734 units of May 2014. Additional statistics reports, including condominium sales, are available on SAR's [statistics page](#).



\*Other financing includes 1031 exchange, CalVet, Farm Home Loan, Owner Financing, Contract of Sale or any combination of one or more.





# MLS STATISTICS

## May 2015

### MLS STATISTICS for May 2015

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
Listings Published this Month	2,293		2,308	-0.6%		2,265		1.2%
Active Listing Inventory †	2,732		2,546	7.3%		2,734		-0.1%
Active Short Sale (included above)	101		101	0.0%		126		-19.8%
Pending Short Lender Approval	285		307	-7.2%		462		-38.3%
Pending Sales This Month	1,403		1,428	-1.8%		1,161		20.8%
Number of REO Sales	83	5.3%	104	-20.2%	6.5%	115	7.7%	-27.8%
Number of Short Sales	69	4.4%	88	-21.6%	5.5%	105	7.0%	-34.3%
Equity Sales**	1,405	90.2%	1,415	-0.7%	88.1%	1,275	85.3%	10.2%
Total Number of Closed Escrows	1,557	100%	1,607	-3.1%	100%	1,495	100.0%	4.1%
Months Inventory	1.8 Months		1.6 Months	12.5%		1.8 Months		0.0%
Dollar Value of Closed Escrows	\$495,497,822		\$497,998,249	-0.5%		\$441,428,023		12.2%
Median	\$290,000		\$281,000	3.2%		\$275,000		5.5%
Mean	\$318,239		\$309,893	2.7%		\$295,270		7.8%
Year-to-Date Statistics	1/01/15 to 5/31/15		1/01/15 to 5/31/15			1/1/2014		
	SAR monthly data, compiled		MetroList YTD data			5/31/2014		Change
Number of Closed Escrows	6,531		6,675			6,176		5.7%
Dollar Value of Closed Escrows	\$2,020,366,045		\$2,048,779,661			\$1,779,194,119		13.6%
Median	\$275,000		\$280,000			\$262,500		4.8%
Mean	\$309,350.18		\$306,933			\$287,394		7.6%

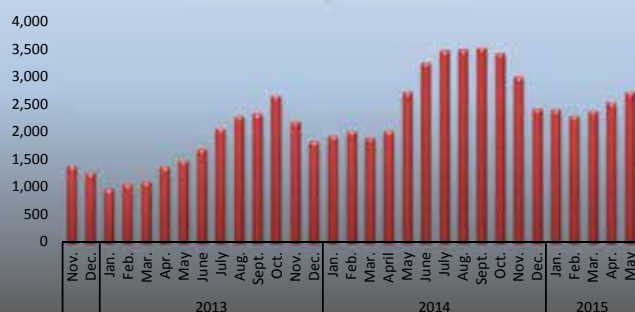
#### Sales Volume



#### Median Sales Price



#### Inventory Volume



† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings

\*\* Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer.

# Data for Sacramento County and the City of West Sacramento

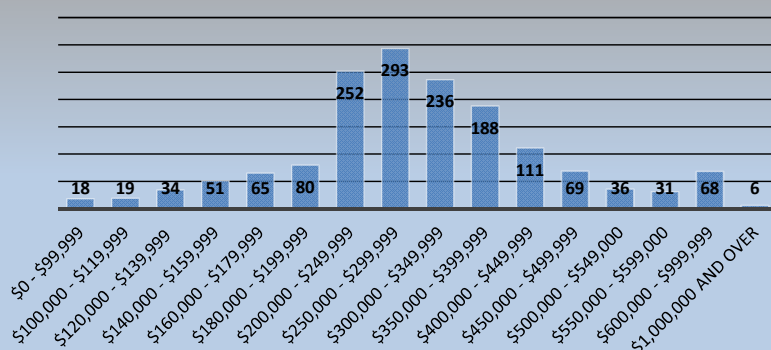
## MLS STATISTICS for May 2015

Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

#### 1 House on Lot

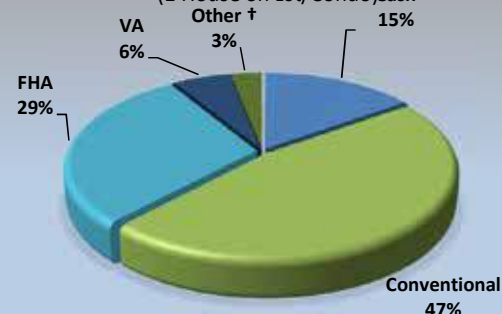
Total: 1,557



### Type of Financing/Days on Market

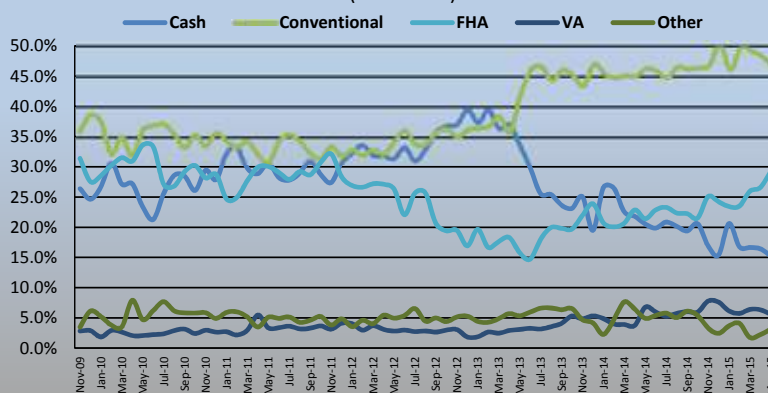
#### TYPE OF FINANCING

(1 House on Lot/Condo)



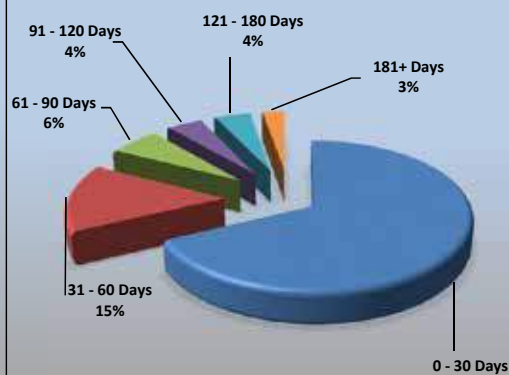
#### Types of Financing Historical

(% of Sales)



#### DAYS ON MARKET

(1 House on Lot/Condo)



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		
(Single Family Home only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	237	15.2%	264	16.4%	0 - 30	1,157	74.3%	64.4%	62.3%
Conventional	729	46.8%	778	48.4%	31 - 60	207	13.3%	15.0%	18.2%
FHA	455	29.2%	427	26.6%	61 - 90	81	5.2%	7.7%	9.0%
VA	87	5.6%	102	6.3%	91 - 120	40	2.6%	5.6%	4.9%
Other †	49	3.1%	36	2.2%	121 - 180	47	3.0%	4.7%	3.8%
<b>Total</b>	<b>1,557</b>	<b>100.0%</b>	<b>1,607</b>	<b>100.0%</b>	<b>181+</b>	<b>25</b>	<b>1.6%</b>	<b>2.6%</b>	<b>1.7%</b>
					<b>Total</b>	<b>1,557</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

\* half-plex, 2-on-1, mobile home

† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

Median DOM: 12  
Average DOM: 28  
Average Price/Square Foot: \$185.3

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# MEMBER OF THE MONTH

SHEIKYUSEF BIN-HASSON MUHAMMAD



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

I have been a Member of SAR off and on for over twenty years.

**2. What did you do before you became a REALTOR®?**

Have been a REALTOR® for over twenty years while also working as an Educational Leader within the K-12 Sector, University, for the State and as an Ordained and License Christian Minister.

**3. What do you like best about being a part of the real estate industry?**

That I bring a multicultural background and very well diverse experiences to the Real Estate Industry to service all people.

**4. What advice would you give someone who is interested in becoming a REALTOR®?**

I would advise someone who is interested in becoming a REALTOR® to diversify their educational and work experiences and to fully look at the pros and cons of a Real Estate Brokerage before joining.

**5. You are an involved member of the Association. Which committees do you serve on?**

I currently serve on the SAREqual Opportunity/ Cultural Diversity Committee and SAR 2015 Leadership Academy

**6. Why did you decide to get involved?**

I decided to get involved to first gain a better understanding and expand my experiences about the workings of SAR, and secondly to bring to the table my diversified educational and work experiences.

**7. How do you balance your personal and business lives?**

I balance my personal and business lives through these three principles: God is First, My Family is Second and Business is Third.

**8. What are some qualities that you value in a person?**

There are basically three qualities that I live by and value in a person: Honor, Duty and Loyalty.

**9. What are some of your favorite places to visit?**

Over my life I have traveled to so many beautiful places and spend time with many wonderful people, however, by far Jamaica is my most favorite place to visit.

**10. What is your favorite restaurant in Sacramento?**

It is difficult to pick my favorite restaurant in Sacramento County because there are so many places that I eat. However, if I had to really sit down and ponder the thought, it would have to be Stage Coach Restaurant on either Florin Road or Elk Grove Blvd.

**11. Do you have a favorite saying or expression?**

If God said it, I believe it, and that settles it.

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

People would be surprised to learn of my age and because of my name that I am an Ordained and License Christian Minister.

# STAFF DIRECTORY



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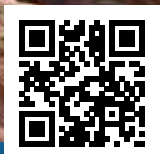
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