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HOLIDAY
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HOUSE

You're Invited!
Thursday, December 14, 2017

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President's Message

Membership Meeting Recap...in Case You Missed it!

Candace Bradfield
SCCAR President



The following is a summary of the significant action items approved by the CALIFORNIA ASSOCIATION OF REALTORS® Board of Directors Fall 2017 meeting.

C.A.R. Scholarship Foundation/C.A.R. Education Foundation

1. It was reported for information only that the C.A.R. Scholarship Foundation awarded seven scholarships totalling \$9,000, and that the C.A.R. Education Foundation awarded ten grants totalling \$4,135.

Home Ownership Housing

1. That C.A.R. "SPONSOR" or "CO-SPONSOR" legislation in 2018 to increase the vote requirement from a simple majority to a super majority for anti-development ballot measures.
2. That C.A.R. "SUPPORT" legislation to restrict access to state resources if a local government fails to implement their housing element.

3. That C.A.R. "SPONSOR" legislation to statutorily define "affordable owner-occupied workforce housing" and "affordable workforce housing" as housing for households earning up to 120% AMI and allow for consideration of a higher AMI for "high cost areas."

4. That C.A.R. "FAVOR" AB 1157 (Mullin) to allow capital school expenditures to also include the construction, reconstruction or renovation of rental housing for school district employees

Land Use and Environmental

1. That C.A.R. "SPONSOR" legislation to expand existing provisions for expedited permitting of infill housing developments.
2. That C.A.R. "SUPPORT" legislation that makes it clear that local density bonus and inclusionary zoning ordinances, taken together, cannot increase the percentage of affordable housing that a developer must build. *Continued on pages 18 & 19*

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SCCAR Members in the Community



Nov. 5, 2017

*To: Santa Cruz County Assoc. of Realtors
There is no other way to describe them than to say they are "Visiting Angels." Two of your members recently visited our Senior Complex, following up on your earlier Volunteer Days to help Seniors age successfully in their homes, by performing practical helps for them.*

When these two "Visiting Angels" heard of our elderly neighbor whose refrigerator died several mos. ago, they promised to help get him another one quickly. The next day they delivered it - at no cost to - man.

The two Angels are Shawna Spaulding and Kristie Goes. They are indeed our "Visiting Angels" and we are deeply grateful to them for their kindness. Lee Robinson

Nick Lomoro Scholarship Fund

In October of this year, a dear friend to many and industry comrade, Nick Lomoro passed away. As many of you may know Nick was a sculptor. He learned his craft at San Jose State and said it was important for him to leave a legacy of support to other students of the visual arts. The \$5,000 goal is within reach but more donations are needed. If you knew Nick and would like to donate you may do so here: <http://www.sjsu.edu/giving/>





ROBERT BAILEY NOMINATED FOR NAR PRESIDENCY

Congratulations to SCCAR past president and member extraordinaire Robert Bailey who has received the endorsement as the next National Association of REALTORS® (NAR) candidate, for elected office, from California. On Friday, October 13, 2017, both the California Association of REALTORS® (C.A.R.) Board of Directors, and the (NAR) Directors who represent the REALTORS® of California unanimously endorsed Robert as their candidate.

NAR is the largest trade association in the United States with a membership of over 1.2 million members. NAR advocates for private property rights across the country. Robert Bailey, Broker and co-owner of Bailey Properties and Bailey Property Management a regional independent company in Santa Cruz, California, a past president of C.A.R. and is currently serving as NAR's Liaison to large residential firms.



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HOLIDAY HOURS

Closed: Thanksgiving, November 23 & 24
Closed: Christmas, December 25
No Tour: December 21 & 28



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WELCOME!

SCCAR welcomes the following new members!

REALTORS®

Bailey Properties Inc.

*Winslow Burke
Stacey Mitchell
Denine Smith*

Century 21 Lad
Tena Gauger

Century 21 M&M Associate
*Louis Samuel
Christine Velgot*

Century 21 Showcase
*Marc Attia
Katherine Floriano*

Coldwell Banker Res. Brokerage
John 'Willie' Eagleton

David Lyng Real Estate
*Daniel Chole
Maria Dufour
Marcus Vidrine*

Donner Land & Homes, Inc.
Danielle Scott

EXP Realty
Emily McClintick

Greenberg Associates
Sarah Newhouse

Indigo Beach Properties
Nicholas Kygar

James Levie Real Estate
James Levie

Karon Properties
Rieka Timm

Keller Williams Realty - SC
*Jonathan Chown
Rachel Daso
Patricia Nelson
Shelley Rocha
Angela Thompson*

Lighthouse Realty
Kimberly White

Massey Advantage, Inc.
Charles Massey (secondary)

Monterey Bay Properties
Lillian Kuns

Pacific Sun Properties
Evangeline Vergara

Sereno Group
Hunter Heath

The Brokerage
Kaitlyn Connolly

The Turtlestone Group
Adam Van Winkle (secondary)

Affiliates

Allstate Insurance
Maria Singleton

Erik's Delicafe
Rick Oettinger

Eye Design Homes
Danette Lawrence

T.H.I.S. The Home Inspection Svc.
Joel Aliphon

US Bank
Kathy Hugi



SCCAR WELCOMES NEW GAD!



Ian Crueldad
Government Affairs Director
o: 831-464-2000
m: 408-771-9704
gad@mysccar.org

SCCAR is excited to introduce our new Government Affairs Director Ian Crueldad!

Here's a little bit about him:

Ian Crueldad grew up in San Jose, CA and was raised by a single mom. Through the use of scholarships, he studied political science and eventually graduated from the George Washington University in 2015. Ian's passion for helping others through politics began while attending high school. His work in politics includes managing campaigns and working for various non-profits. Ian also has a business background which consists of starting a company while he was still attending college. In his free time, he likes to read philosophy and watch historical documentaries.

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It's Your Community...OWN IT! JOIN A SCCAR COMMITTEE



As an SCCAR member in good standing, you are welcome to apply to join an SCCAR Committee. Participation on a committee is an excellent way to acquaint yourself with the inner workings of the Association, network with your colleagues and contribute to the betterment of the Association and community.

Affiliate Committee

The objective is to gather the collective talents of SCCAR Affiliate members to assist other committees with organization and promotion of Association social and educational activities. All Affiliates are invited to participate. (Meets bi-monthly)



*Budget & Finance Committee**

Serves as the fiscal arm of SCCAR by making recommendations to the Board of Directors regarding all financial activities and requests for non-budgeted items. Must be a REALTOR® member in good standing to serve. (Meets monthly)

Education Committee

Researches, plans and presents an annual agenda of industry-related seminars, events and/or workshops to meet the present and future needs of members working within the Association's Strategic Plan. (Meets monthly)

Events & Community Relations

Plans and promotes a variety of projects and events for SCCAR member participation. Organizes and implements the SCCAR annual golf tournament fundraiser, enabling the Association to make various donations to community organizations. (Meets quarterly)



*Grievance Committee**

This is a three (3) year term and requires mandatory training. Review complaints seeking disciplinary action in accordance with the C.A.R. procedures. Only SCCAR REALTORS® member in good standing can volunteer to serve. (Meets as needed)

SCCAR Housing Foundation

A non-profit organization providing funds to help low income first time home buyers through grants and fundraising events. Term is 3 years. Meets monthly.

Local Government Relations (LGR)

LGR focuses on real estate-related issues and concerns affecting the real estate industry. Offers input on legislative matters, environmental and community issues that are of concern to property owners and REALTORS® with primary emphasis on local issues. Meets once a month)

Modern Real Estate PROS (MREP) Committee

MREP's goal is to provide newer members in the real estate profession a platform to network and build relationships and increase awareness of SCCAR benefits and activities.



Orientation Committee

Plans and implements topics and programs presented to new SCCAR REALTOR® members at orientation. (meets twice a year) Orientation is held quarterly

*Professional Standards Committee**

This is a three (3) year term and mandatory training is required. Enforces the REALTOR® Code of Ethics by holding hearings of alleged violations. It is the role of the Professional Standards Committee to serve as panelists at disciplinary and arbitration hearings. Must be a SCCAR REALTOR® and have served on the Grievance Committee (Meets as needed)

REALTORS® Care

SCCAR's Community Outreach Committee. The focus of this committee is participating in and planning events that benefit the less fortunate in our community. Help us make a difference to someone in need!



*Strategic Planning Committee**

Reviews the SCCAR Strategic Plan or "Roadmap" for the association to ensure that it is advancing SCCAR's mission and vision. May require an off-site meeting

* Indicates that you must be a REALTOR® to serve on these committees

Call SCCAR 831-464-2000 to sign up!

NOVEMBER & DECEMBER EDUCATION CALENDAR

FRI, NOVEMBER 17

SCCP: County Projects, 9:30 am- 12:30 pm

The final class in our Santa Cruz County Pro (SCCP) series of presentations will cover major projects on the table, planning obstacles, solutions to unpermitted structures and much more. Individual class can be taken outside of the series.

FRI, NOVEMBER 17

Paragon Essentials (MLS), 10 – 11:30 am

Free with RSVP

This course will teach you how to search, report, print, and email listings in the MLSListings Paragon system. This course is highly recommended for agents that were previously using MLSListings CA Edition.

FRI, NOVEMBER 17

Tackling Technology – Mobile (MLS), 1 – 2:30 pm

Free with RSVP

Learn basic smart phone techniques and skills to maximize features. This lab-focused class will start at the beginning with navigation, photos, applications and updates, maps, and general terminology.

TUES, DECEMBER 5

Learn the Listing Agreement, 1 – 3 pm

Fee: \$10 in advance, \$20 at the door

Did you know you can get paid even if an escrow doesn't close? Or that you can get paid even if an offer is received and accepted after your listing has expired? Learn about these topics and so much more!

WED, DECEMBER 6

The Science of an Open House, 10 – 11:30 am

Free with RSVP

In this course you will learn how to prepare for your next Open House with detailed neighborhood active listings and sold reports, market statistics and brand-able client tools. Be the neighborhood expert that consumers want to work with.

WED, DECEMBER 13

MLSListings Essentials, 9:30 am- 12:30 pm

This is the first and only class you are required to attend as an MLSListings subscriber. Part lecture, part lab, this powerful course will jumpstart your effectiveness with your new MLS. Contact the MLS 800-546-5657 to register. SCCAR does not take registrations for this class.

WED, DECEMBER 13

Investing 101, 11:30 am – 1 pm

Fee: \$15

Learn how to evaluate and make money going from residential to commercial real estate! Get the basics about: uncovering listings in your database, gross rent multiplier, cap rates, deal evaluation and net operating income.

FRI, DECEMBER 15

Matrix 201 (MLS), 10 – 11:30 am

Free with RSVP

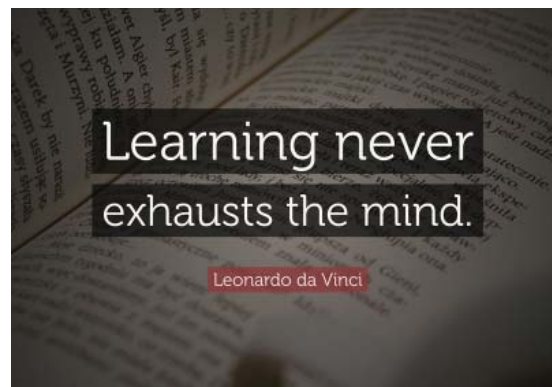
You have your dashboard just how you like it. You know how to search and create reports. You are able to communicate with your clients through Matrix. Now it's time to learn how to bend Matrix to your will! Build upon the skills learned in the Basic Class.

FRI, DECEMBER 15

The Art of the CMA (MLS), 1 – 2:30 pm

Free with RSVP

This course teaches not only the fundamentals of creating searches within a variety of CMA tools, it also shows how advanced filtering and sorting of data produces well defined market valuations.



Register for classes online at www.mysccar.org or call SCCAR at 831-464-2000.

Unless specified otherwise, all classes are held at SCCAR, 2525 Main St., Soquel, CA.

The Santa Cruz County Association of REALTORS®
Presents our Annual Installation Event

come
together



January 24, 2018 | 11 am - 2 pm

You're Invited!

**Please join us for our 2018 Installation & Awards Luncheon
at the Seascapes Golf Club honoring President Renee Mello,
the incoming Officers and Directors and this year's award winners.**

For ticket information, visit www.mysccar.org.
To become an event sponsor, email kathy@mysccar.org



FROM FIRES TO FLOODS



Chris Gordon
GEODisclosures
Signature Affiliate
cgordon@geodisclosure.com

As we approach the holiday season, some are wondering when the rains will start. Maybe we'll experience another record breaking rainfall season following the previous five years of drought. We'll have to wait and see. Looking at the weather patterns

here and around the world, we may be facing a "new normal" helped by climate change. This trend of rising temperatures indicates

that we are likely to experience hotter summers combined with wetter winters. This means more potential for wildfires. Aggressive fire suppression practices over the last hundred years have left us with an excess build-up of forest and wood debris. Attempting to reduce this dangerous potential will require a task of gargantuan proportions. On private properties, cutting, and either mulching, burning, or hauling away the excess is needed. Mulching in place is the least impactful to the environment. Landowners in these fire prone areas need to take on this forest management responsibility for their own properties.

New property taxes enacted this year give additional funding to local fire departments in areas that have been mostly the responsibility of the CDF (California Department of Forestry). This will help relieve the pressure on the already strained CDF, and may allow for better control of local fire prevention management.

We cannot exclusively rely on the CDF, or local fire departments, to save us in these hotter, drier times. Property owners need to be proactive about preparing their properties, by clearing

bush, trimming up trees, and creating a clear buffer around structures. In my neighborhood, Bonny Doon, the community Fire Safe Council has obtained grant money for a community chipping program, where a professional chipping machine is rented with a crew to reduce property owner's piles of cuttings to mulch. This I think is a great way to incentivize property owners to clean up there overgrown wooded areas.

New mandates for FEMA (Federal Emergency Management Agency) require planning for future sea level rise. A new set of FEMA flood maps have been released for Santa Cruz County, adopted Sept. 29, which take this reality into account. These maps are not a huge revision of the county flood zones, but there are some significant changes, particularly in the coastal areas which will be affected by storm surges from the ocean. The new maps detail the coastline more accurately. This has resulted in some properties being taken out of the 100-year flood zone and some being put in a formal flood zone. Another notable change was the elimination of X500, or 500-year flood zones, likely because future climate effects cannot be reliably predicted by looking at the flooding history of the last 500 years.

It has been one of the best years for GeoDisclosure and we have only you to thank. Over the last 25 years, I've felt the strong community spirit of Santa Cruz. I don't think my company would have done so well for over 17 years if it were not for the local support of our clients - meaning you. We feel blessed and want to wish you the happiest of holidays and good cheer for the remainder of this year!

Winter is Coming!

Don't Forget Your Shoe Covers!

15% off shoe covers and holders through November!

We also carry a wide selection of riders, signs, flyer holders and flags.



PEACE AND GOODWILL TO ALL

HAPPY HOLIDAYS!

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ARE YOU GETTING THE MOST OUT OF MATRIX 7.0?

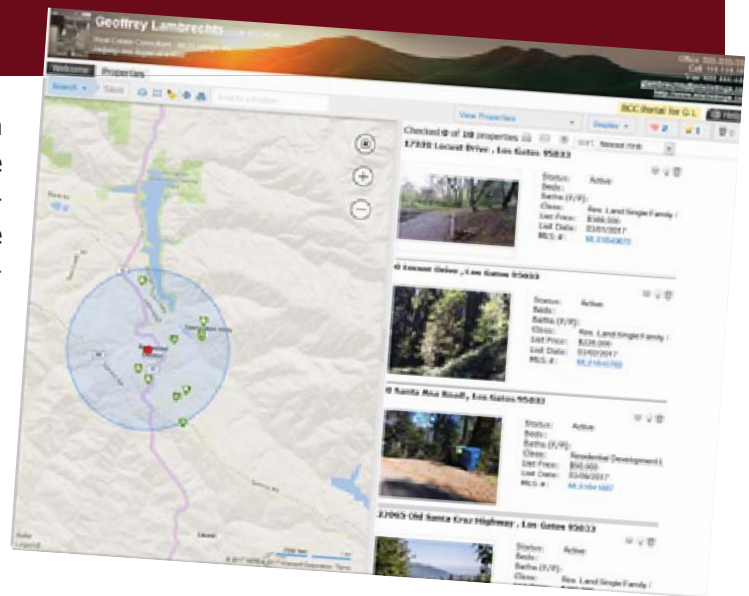
You've probably noticed that Matrix now has a new, more professional look. And while the core search and report functionality is unchanged, Matrix does have some new features that will make it faster and easier to deliver more professional-looking results to your clients:

- Stunning New Client Portal
- New Agent Headers and Footers
- Notifications of Portal Activity
- Google Maps
- Custom Signatures
- ListTrac Integration (Optional)

HELP IS AVAILABLE

You probably already know how to search and create reports in Matrix. Now it's time to learn how to bend Matrix to your will! Build on your basic skills with *Matrix 201 – Matrix for Maximum Momentum*.

For a full list of class in-person and webinar offerings, visit the [Training Calendar](#). Did you know that as an MLSListings subscriber you are able to attend any MLSListings class at any location or Association for free?



ALSO IN MATRIX

- ePropertyWatch – If you're frustrated by clients who forget your name or find a new agent on a public portal, check out a cool new addition to Matrix called ePropertyWatch. Brand every email and website with your photo and contact info. Give your clients the personal home and neighborhood real estate information they want every month without them having to go looking for it. This service is free to you, courtesy of MLSListings. [Check out the brochure](#) or go to the ePropertyWatch website and [watch these videos](#) to see all that ePropertyWatch can do for your business. Then sign up at ePropertyWatch.com.

- Housefax – Housefax is a new report in Matrix that your clients will love. With Housefax, clients can see many vital things about that home to make their best decision. Think of it like Carfax but for a property. Be the trusted expert by making available information on: utilities, schools, fire incidents, building permits on file, meth lab, carbon monoxide reports, natural hazard risks, and even noise scores! [Check out this video to learn more](#). Cost is \$14.95 per report.

For more information, see also ["Matrix Has Remodeled"](#) on the MLSListings portal.





Pay Your 2018 Dues Online & Enter to Win!

2018 SCCAR Membership Dues Notice

Please be aware that your 2018 membership dues are being sent out the first week of November. Depending on your contact preference, you will either have an invoice mailed or emailed to you. Payment is due on or before December 30, 2017. After this date late fees may apply. Your dues include local (SCCAR), state (C.A.R.) and national (NAR) fees and give you access to all the benefits these three organizations have to offer such as, REALTOR® trademark ®, zip-Form® Plus, education and networking opportunities, legislative advocacy, legal hotline, Member Value Plus program, affinity programs, online and print publications and much more.

SCCAR Local Online Dues Contest

By paying your dues *online by the December 30, 2017 deadline you will automatically be entered into our 2018 Dues Billing Contest. The winner of this contest will win their SCCAR dues back! *Only payments made online will be entered into the contest.

We look forward to serving you and providing you with exceptional service in 2018!

Open Enrollment Extended!

REALTOR members can enroll until November 30 for coverage beginning December 1, 2017. Choose from 13 grandfathered HMO Kaiser plans and 10 Affordable Care Act (ACA) compliant Kaiser plans. Who can enroll? REALTORS, Corporate and Affiliate members. Free enrollment assistance can be found by calling 800-446-2663, M - F, 8 am - 5 pm. Plans are offered through the Benefits Store. www.benefitsstore.com



\$100 MORE TO BE A REALTOR? WELL WORTH IT!



This year's Dues Billing is about to be sent out (due December 30th), and you are going to see a big change - a \$100 assessment for all members in 2018.

While we know this is a big cost for us all, we believe you will find it is for a great reason.

The C.A.R. Board of Directors voted in this assessment at the October Meetings in San Diego. What it will do could be incredible for Californian's.

Many established homeowners are unable to move right now because of what their increased property taxes would be if they moved - even if they bought and sold at the same price. This is keeping homeowners in one place longer than normal, and ties up properties that could help first time and step up homeowners if they could buy these houses - affordable, and at market rate.



C.A.R. has submitted an initiative to the Secretary of State that would allow property owners over 55 to move, and keep their lower property tax base, or if they buy up create a blended tax rate that is more likely for them to budget the increase.

The result is these homes can be brought to market for new homeowners to move in, paying the market property tax rate - which increases revenues to the counties and cities for schools, fire, police, and roads.

The older homeowner gets to keep their lower rate, making them able to stay in California, but in a place that better meets their needs.

This is a win-win all around. And voters appear to support this idea as well!

However passing an initiative in California is expensive. Typical ballot initiatives cost between \$30 & \$50 million dollars in California.

The \$100 assessment will raise approximately \$20 million in 2018. When partnered with other supportive coalition partners that are being brought together right now, and using both NAR funds, and local association support, we will be able to fully fund this opportunity to make a difference in California.

We know there will be many questions. For the newest information, we have a few places for you to start looking:

For questions about the assessment & the initiative contact C.A.R.

Portability initiative update [notice](#)

web: CAR.org

phone: (213) 739-8200

For information about contributing to this effort - web: [REALTOR Action Fund](#)

Thank you for your support of affordable housing.

2018 Advertising Rules: Revised Q&A and New Quick Guide - One More Time

The C.A.R. Hotline continues to receive many calls from agents and brokers about the 2018 Advertising Rules and the new rules are also a hot topic at Legal Outreaches. Keeping in mind that we often have to hear things a few times before they really sink in, this is a reminder that C.A.R. has two tools that can help you be in compliance in 2018.

The recently revised Q&A, Advertising Your Services: Required Name and License Information, has the information you need to know.

Another tool is the Quick Guide: The 2018 Advertising Rules. The Quick Guide is part of the new C.A.R. Legal Tools that provide easy to use videos, slide decks, flyers, and quick summaries of important topics for REALTORS®. In addition to the links above, you can access other Q&As, and Legal Tools through the Legal Hotline App. You can also use the Hotline App to contact the Hotline if you have additional legal questions.

Visit www.car.org for more information.

Join the Newest Group for Up & Coming REALTORS®!

MREP (Modern Real Estate Professionals) goals are to provide newer members in the real estate profession a platform to network, build relationships and increase awareness of SCCAR benefits and activities.

Bimonthly mixers are held in a variety of topics designed to give new agents a jump start in the real estate profession. Join us at our next mixer in January or help plan our 2018 events by attending our next planning meeting on December 4, 2017!

Join our group on facebook to keep on the what's happening #mrepSC!



#MREPSC



Quick Facts

- The most expensive place to buy a home last holiday season was San Jose, Sunnyvale, Santa Clara, CA. The median home price was \$940,000.
- The first Thanksgiving was held in Plymouth, Massachusetts in November 1621. Today, the median home price in Plymouth is \$385,100.
- The kitchen is the most important room in the house on Thanksgiving. The average cost of a major kitchen remodel was \$60,000 in 2015.

Need a Place to Eat?

A plentiful amount of homes will be celebrating this year

- 118.6 Million: Number of occupied housing units in the U.S.
- 4.6 Million: Number of multi-generational households in the U.S.

NATIONAL ASSOCIATION of REALTORS®

When you're ready for a new home, talk with a REALTOR®.

Visit realtor.com/GetRealtor to find a REALTOR® and accurate, up-to-date listings in your area.

Sources: <http://www.census.gov/housing/housing.html>, <http://www.census.gov/housing/housing.html>, <http://www.realtor.com/research/industry>, <http://www.realtor.com/research/industry>, <http://www.realtor.com/research/industry>, <http://www.realtor.com/research/industry>



Your REALTOR® Action Fund Dollars at Work!

SCCAR, through government affairs staff and committed REALTOR® members, has well-connected, politically astute individuals working hard to ensure that issues affecting our industry are addressed in a manner that will benefit our community. Much of the work we do involves building and maintaining strong relationships with public-sector officials so the flow of information between us and them is constant, comprehensive and trusted.

Below is a snap-shot of work conducted in 2017 on behalf of SCCAR. We encourage you to support these important efforts with an additional contribution of \$49 or \$148 to RAF when submitting your 2018 SCCAR Dues payment!

Public Policy

We constantly monitor policy issues throughout our various jurisdictions to educate ourselves, our members and local public officials about the impact policy decisions have on the real estate industry. Here is an abridged list of topics addressed during 2017:

- **Vacation Rental Regulations**
(County & City of Santa Cruz)
- **Short Term Rental Ordinance**
- **Underground Water Management**
- **Coastal Commission - VRO**
- **Scotts Valley General Plan**
- **Sewer Lateral**

Government Relations

Over the past year, we have met face-to-face with the following (partial list) to communicate REALTOR® views with both our state and local representatives:

Assembly Member Mark Stone	Mayor of Santa Cruz, Cynthia Chase
Senator Bill Monning	Congressman Jimmy Panetta
Supervisor Zach Friend, 2nd District	Supervisor Bruce McPherson, 5th District
Mayor of Capitola, Stephanie Harlan	Mayor of Scotts Valley, Randy Johnson
Barbara Mason, Economic Development Coordinator of Santa Cruz	

Through this engagement, SCCAR is at the forefront of policy discussions. Officials recognize us as a group to consult early and often when crafting a local ordinance, adapting an existing one or proposing legislation in Sacramento.

Member Engagement/Education

An extremely important component of our work is how it is communicated back to you. We constantly strive to keep all information up-to-date under the "**Advocacy**" section of our website. Additionally, we send out government affairs-related articles through the member newsletter and weekly eScoop. Lastly, each year we host our "**Mayors' Breakfast**" which serves as a key opportunity for members to engage with local government leadership.

You're Invited!

**SCCAR Holiday
Open House**

**Thursday, December 14, 2017
4 - 6 PM @ SCCAR**

The Santa Cruz County Association of REALTORS® cordially invites you to our annual member appreciation event.

Please join us for holiday festivities, Hors d'oeuvres, wine & soft drinks and some holiday cheer!

*RSVP online or email
contact@mysccar.org*



Santa Cruz County
Association of REALTORS®



Legal Action Fund Trustees

1. It was reported for information only that, since the May 2017 meetings, the Legal Action Fund Trustees approved filing amicus briefs as follows:

Laymon v. J. Rockcliff, Inc. A California Court of Appeal compelled arbitration against a seller who sought disgorgement of commission paid a broker. The case interpreted arbitration clauses in a prior C.A.R. Residential Listing Agreement and RPA agreements (2007 & 2010). C.A.R. requested publication of this case because it favored enforceability of arbitration clauses and reinforced the public policy supporting such broad interpretations. The Court granted the petition to publish the case.

Jacques Jacobs et al. v. Coldwell Banker Residential Brokerage Co. A potential buyer was viewing a property that had multiple warnings posted about an empty swimming pool. The plaintiff fell into the empty swimming pool after standing on a defective diving board to look over the fence. The injured plaintiff sued the listing agent; the Court of Appeal ruled in favor of the listing agent, who had posted multiple warnings about the potentially dangerous condition. The Court reasoned the action of the plaintiff and risks were not foreseeable. C.A.R. requested publication of the case, which was granted.

Citizens for Enforcement of Parkland Covenants v. City of Palos Verdes Estates. The City held property in a uniquely structured homeowner association. Its Board of Directors decided to sell land to a private party contrary to the CC&Rs. C.A.R.

Surfrider Foundation v. Martins Beach. C.A.R. had previously joined an amicus brief submitted by Pacific Legal Foundation in a case in which the California Coastal Commission determined that putting a gate on a beach access path requires a development permit. The public had been using the path for beach access. The appellate Court ruled that locking a gate and removing signs about the hours a private road is open requires a permit as a “development” under the Coastal Commission act. The Trustees authorized joining Pacific Legal Foundation’s brief or filing their own letter of support of Martins Beach’s petition to obtain a hearing before the California Supreme Court.

The following update was reported on Cases:

Lynch v. California Coastal Commission. The California Coastal Commission’s issued a 20-year conditional permit to rebuild a seawall protecting the property which had been damaged by a storm. C.A.R. filed a brief supporting the owner relating to the expiring nature of the permit to build. The California Supreme Court held in favor of the Coastal Commission on the grounds, among other things, that instead of seeking an emergency permit, the owner repaired the seawall and had gotten the benefits of the permit even though the owner had filed a writ of mandate objecting to its conditions.

926 N. Ardmore v. LA County. The California Supreme Court held the County could impose a documentary transfer tax when there is a transfer of interests in the legal entities owning the property. This is separate from a reassessment, which the owners had already conceded.

Skulason v. CalBRE. The Court of Appeal held that the Bureau of Real Estate has discretion to keep publicly available information about a licensee's prior convictions on the Bureau's website, even if the convictions were eventually expunged under the Penal Code. Several groups have requested de-publication of the case, and the licensee is petitioning for review by the California Supreme Court.

C.A.R. v. PDFfiller. In this previously reported case, C.A.R. filed a copyright infringement case against PDFfiller and that company filed a counterclaim against C.A.R., REBS and zipLogix alleging antitrust violations. The litigation is in the discovery phase, and there are pending motions to resolve various discovery disputes and determine whether certain claims will be dismissed.

The initiative will allow individuals 55 years of age and older to transfer their property tax basis to any home in the state.

Property Tax Basis Portability Task Force

1. To approve the Property Tax Basis Portability Task Force recommendation that a ballot initiative for the November 2018 state wide ballot be circulated for signature gathering. The initiative will allow individuals 55 years of age and older to transfer their property tax basis to any home in the state, to purchase any price home, and to transfer their basis as many times as they wish. According to the Legislative Analyst's Office almost 43,000 additional transactions will occur annually. The cost to circulate the initiative for signature gathering is \$3 million, with the cost of the subsequent campaign ranging between \$30 million and perhaps upward of \$50 million, if the initiative is heavily contested. Funding would come from C.A.R. political action committees, reserves, NAR funds and a C.A.R. member assessment.

2. That the Issues Action Fund allocation be increased by \$100, contingent upon the adoption of the Property Tax Basis Portability Task Force motion to proceed with a ballot initiative. The entire increase of \$100 would be allocated to State IMPAC and dedicated to the initiative campaign. The total IAF would increase by \$18,904,000.

Standard Forms Advisory

1. It was reported for information only that no major issues were raised by the Regions with regard to Standard Forms. Two separate study groups are working on specific forms. One has been working on the Team Agreement, and the other study group is continuing to work on the Statewide Buyer and Seller Advisory form as numerous changes have been suggested for that form. The Standard Forms Committee received approximately 150 comments to review. The

committee will be approving for release in December approximately 15 revised forms and 3 new forms. The new forms include the Team Agreement, an Agreement between Broker and Photographer setting forth the terms for usage of photos and possibly an Agreement solely for the storage of Buyer's Personal Property before Close Of Escrow. All the changes and new forms will be posted on the car.org website several weeks before release in redline version and will remain posted in redline version for several weeks after release.

Taxation and Government Finance

1. That C.A.R. "SPONSOR" legislation to ban Private Transfer Fees that do not comply with FHFA and FHA rules.

Transaction and Regulatory

1. That C.A.R change its position from "OPPOSE" to "WATCH" on AB 717 (Dababneh) a bill requiring home inspectors to be licensed as general contractors.
2. That C.A.R extend current policy on "de minimis" thresholds for appraisals to loans originated by Fannie Mae, Freddie Mac, FHA, and VA.
3. That C.A.R., in conjunction with NAR, "SUPPORT" discontinuing National Flood Insurance Program coverage for excessive lifetime claim properties.

NAR Directors Forum

1. That C.A.R. endorse Robert Bailey as its next candidate for NAR elected office.

For more details please contact the Santa Cruz County Association of REALTORS® President Candace Bradfield, 212-1986 or bradfield@cruzio.com

Santa Cruz County Market Statistics

September 2017: Santa Cruz County - Single Family Residential

City	New	Inventory	Sold	Avg. DOM	Avg. Sale Price	Median Sale Price	Median \$/Sqft	% LP Rec'd	Sale Volume	Avg. Home Sq. Ft.	Avg. Lot Sq. Ft.	Months of Inventory
Aptos	36	107	27	42	\$1,134,525	\$1,043,700	\$501	98%	\$30,632,199	2,126	32,415	4.3
Ben Lomond	12	30	4	33	\$787,500	\$837,500	\$436	97%	\$3,150,000	1,830	179,528	6.4
Boulder Creek	25	58	24	33	\$587,031	\$593,500	\$443	102%	\$14,088,750	1,393	37,661	3.5
Brookdale	0	1	1	10	\$637,000	\$637,000	\$462	99%	\$637,000	1,380	28,793	0.6
Capitola	3	12	6	93	\$1,721,666	\$1,022,500	\$873	95%	\$10,330,000	1,885	7,043	3
Corralitos	0	7	2	52	\$872,500	\$872,500	\$409	100%	\$1,745,000	2,243	75,947	7
Felton	9	34	8	24	\$581,875	\$527,500	\$539	101%	\$4,655,000	1,160	13,635	3.3
Freedom	1	1	4	37	\$515,207	\$567,000	\$354	100%	\$2,060,831	1,624	6,512	0.4
La Selva Beach	2	14	2	7	\$945,000	\$945,000	\$446	100%	\$1,890,000	2,315	28,097	5.3
Los Gatos	4	18	3	14	\$957,666	\$995,000	\$552	103%	\$2,873,000	1,676	67,176	4.5
Mount Hermon	1	3	0									
Santa Cruz	66	141	46	35	\$1,117,367	\$1,001,000	\$620	100%	\$51,398,900	1,764	24,797	3.2
Scotts Valley	16	35	18	37	\$1,026,154	\$924,700	\$458	99%	\$18,470,785	2,247	13,674	2.6
Soquel	6	21	3	73	\$1,143,333	\$1,160,000	\$401	99%	\$3,430,000	2,901	218,061	2.9
Watsonville	24	51	23	72	\$698,617	\$610,000	\$395	99%	\$16,068,213	1,696	36,297	2.2
Royal Oaks	7	14	5	34	\$630,510	\$675,000	\$394	98%	\$3,152,550	1,656	105,502	2.2

September 2017: Santa Cruz County - Common Interest Development

City	New	Inventory	Sold	Avg. DOM	Avg. Sale Price	Median Sale Price	Median \$/Sqft	% LP Rec'd	Sale Volume	Avg. Home Sq. Ft.	Avg. Lot Sq. Ft.	Months of Inventory
Aptos	7	21	4	10	\$536,875	\$542,500	\$499	102%	\$2,147,500	1,067	1,013	2.9
Boulder Creek	1	1	2	66	\$433,500	\$433,500	\$339	100%	\$867,000	1,315	1,133	0.5
Capitola	4	6	5	13	\$527,300	\$469,000	\$527	100%	\$2,636,500	879	688	0.9
Freedom	0	0	1	3	\$351,160	\$351,160	\$238	100%	\$351,160	1,474	1,960	0
La Selva Beach	2	7	2	264	\$897,500	\$897,500	\$573	94%	\$1,795,000	1,536	1,285	5.3
Santa Cruz	16	28	18	34	\$577,586	\$607,500	\$496	101%	\$10,396,550	1,165	2,793	1.5
Scotts Valley	2	8	3	7	\$620,000	\$540,000	\$460	100%	\$1,860,000	1,490	1,155	2.2
Soquel	0	1	1	51	\$554,000	\$554,000	\$448	99%	\$554,000	1,236	1,568	1.5
Watsonville	3	16	6	81	\$405,833	\$394,500	\$360	99%	\$2,435,000	990	994	2.3

October 2017: Santa Cruz County - Single Family Residential

City	New	Inventory	Sold	Avg. DOM	Avg. Sale Price	Median Sale Price	Median \$/Sqft	% LP Rec'd	Sale Volume	Avg. Home Sq. Ft.	Avg. Lot Sq. Ft.	Months of Inventory
Aptos	21	92	23	36	\$1,048,743	\$995,000	\$521	98%	\$24,121,105	2,011	27,681	3.7
Ben Lomond	7	26	9	33	\$644,822	\$642,000	\$480	100%	\$5,803,400	1,344	17,932	4.3
Boulder Creek	18	44	30	40	\$559,378	\$565,000	\$406	99%	\$16,781,359	1,563	145,503	1.9
Brookdale	0	0	1	54	\$515,000	\$515,000	\$365	93%	\$515,000	1,411	8,364	0
Capitola	6	12	4	47	\$1,395,750	\$1,022,500	\$1,503	99%	\$5,583,000	982	3,790	3
Corralitos	3	7	1	94	\$998,000	\$998,000	\$290	100%	\$998,000	3,446	179,641	5.3
Felton	12	32	11	25	\$713,990	\$700,000	\$371	99%	\$7,853,900	1,905	26,999	3
Freedom	2	2	1	7	\$593,000	\$593,000	\$318	99%	\$593,000	1,865	5,097	0.9
La Selva Beach	1	13	0									
Los Gatos	7	21	2	61	\$1,105,000	\$1,105,000	\$443	94%	\$2,210,000	2,453	46,413	6.3
Mount Hermon	0	2	0									
Santa Cruz	72	136	61	40	\$1,148,916	\$1,075,000	\$621	101%	\$70,083,878	1,875	24,882	2.6
Scotts Valley	11	30	18	38	\$1,037,194	\$899,000	\$447	100%	\$18,669,500	2,310	50,201	1.7
Soquel	6	17	9	25	\$1,218,444	\$1,125,000	\$581	101%	\$10,966,000	1,987	53,419	2.8
Watsonville	25	56	12	52	\$784,393	\$645,000	\$322	99%	\$9,412,717	2,227	19,363	2.5
Royal Oaks	3	13	4	122	\$620,500	\$678,500	\$316	98%	\$2,482,000	2,006	114,785	2.3

October 2017: Santa Cruz County - Common Interest Development

City	New	Inventory	Sold	Avg. DOM	Avg. Sale Price	Median Sale Price	Median \$/Sqft	% LP Rec'd	Sale Volume	Avg. Home Sq. Ft.	Avg. Lot Sq. Ft.	Months of Inventory
Aptos	4	15	5	61	\$644,400	\$622,000	\$504	98%	\$3,222,000	1,321	1,278	2.4
Boulder Creek	4	4	1	11	\$349,000	\$349,000	\$367	100%	\$349,000	952	958	2
Capitola	7	8	7	22	\$528,428	\$508,000	\$623	99%	\$3,699,000	927	1,307	1.3
La Selva Beach	2	6	2	99	\$1,402,500	\$1,402,500	\$923	94%	\$2,805,000	1,512	1,567	3.6
Santa Cruz	13	25	16	33	\$568,752	\$548,500	\$537	99%	\$9,100,035	1,098	936	1.3
Scotts Valley	4	3	6	34	\$567,583	\$532,500	\$450	102%	\$3,405,500	1,259	1,111	0.6
Soquel	4	4	0									
Watsonville	4	16	5	49	\$381,199	\$379,999	\$336	100%	\$1,905,999	1,132	854	2.3

Data provided by MLS Listings, Inc.

NOVEMBER 2017

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1 Lunch & Learn: Revenue Enrichment 11:30 am	2 Tour Marketing Meeting 8:30 - 9 am	3 Local Government Relations Committee Mtg. 8:30 am MLSListings Essentials 9:30 am	4
5	6	7	8 RPR Training 10 am Housing Foundation Trustee Mtg. 2 pm	9 Tour Marketing Mtg. 8:30 - 9 am <i>A Taste of Santa Cruz - MAH</i>	10 Board of Directors 8:30 am	11 
12	13 Budget & Finance 10 am RPA Training - 9 am	14 Affiliates Committee Mtg. 11 am	15 Green Designation Training 8 am	16 Tour Marketing Mtg. 8:30 - 9 am Green Designation Training 8 am	17 SCCP: County Projects 9:30 am Paragon Training 10 am Tackling Tech 1 pm	18
19	20 Education Committee Mtg. 9:30 am	21	22 MLO Continuing Education 8:15 am	23 Thanksgiving Holiday SCCAR Closed & No Tour	24 Thanksgiving Holiday SCCAR Closed	25
26	27	28 Events & Community Relations 11 am	29	30 Tour Marketing Mtg. 8:30 - 9 am		

DECEMBER 2017

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1 Local Government Relations Committee Mtg. 8:30 am New Member Orientation 8:30 am	2
3	4 Budget & Finance 10 am MREP Meeting 1 pm	5 Listing Agreement Training 1 pm	6 Science of an Open House 10 am Housing Foundation Trustee Mtg. 2 pm	7 Tour Marketing Mtg. 8:30 - 9 am	8 Board of Directors 8:30 am	9
10	11 Education Committee Mtg. 9:30 am	12 Affiliates Committee Mtg. 11 am	13 MLS Listings Essentials 9:30 am Investing 101 11:30 am	14 Tour Marketing Mtg. 8:30 - 9 am Holiday Open House 4 - 6 pm	15 Matrix 201 10 am Art of the CMA 1 pm	16
17	18 Budget & Finance 10 am	19 Events & Community Relations 11 am	20	21 No Tour	22	23
24	25 Christmas Holiday SCCAR Closed	26	27	28 No Tour	29	30/31