



Tuesday, October 19, 2021

## Lenders Panel: The New Lending Landscape

Contingencies, CZU Lending, COVID, Appraisals - How the lending landscape has been affected and what the future could hold. Speakers: Brian Dean, Flagstar Bank, Char Johanson, Envoy Mortgage, Monica Bowman, Academy Mortgage, Brooke Squyres, American Advisors Group. Event date: Friday, November 5, 2021, 9:30 – 11 AM. [Register online](#)

## Training on the NEW RPA Begins Next Month!

C.A.R.'s RPA (Residential Purchase Agreement) is getting a complete makeover. Make sure you are well versed on the new changes coming December 2021. SCCAR is offering 3 dates for training on the new form beginning next month. Register online: [November 3](#), [November 10](#) and [November 17](#). All classes will be taught via Zoom by past president Rene Mello, Keller Williams Realty – SC.

## REALTOR® Conference & Expo

[November 12-15](#)

San Diego & Virtual

REALTORS® are encouraged to "Think Affiliates First."

SCCAR has created a NEW Affiliate Service Directory to assist in that endeavor. Check it out [here!](#)



## Coast - NEW!

Krista Pleiser, MPP with Smart Coast California will be educating attendees on Smart Coast and the upcoming Santa Cruz County LCPA (Local Coastal Program Amendments). This course is part of our SCCP series but can be taken independently. Class date: Friday, October 29, 9:30 – 11 AM.

[Register online](#)

## Digital Age

NAR recently released their 2021 Real Estate in a Digital Age report. The report takes a look at how technology is used in the home search, by real estate firms, and by REALTOR® members, and how social media and other trends are shaping real estate moving forward. Download the [report here](#)

## California Housing Market Rebounds in September

California home sales closed out the third quarter by reversing a four-month decline and posting the largest monthly increase in more than a year, C.A.R. reported Monday. Closed escrow sales of existing, single-family detached homes in California totaled a seasonally adjusted annualized rate of 438,190 in September, according to information collected by C.A.R. [Read more](#)

## Selling High Performance Homes

REALTORS® will learn a new route to increased profits as they guide clients to homes that are more healthy, safe, comfortable, durable, of higher quality and value with lower costs of ownership. Offered by PG&E. No cost. 4 Hours of CE. Class date Friday, October 22, 9 AM – 1 PM. [Register](#)