



SCCAR eScoop - Tuesday, July 18

Just Booked! 'When Shift Happens'

We're in a shifting market. No doubt about that. Have we been here before? What does history tell us? Should we be concerned or is this just another challenge in our business cycle? Learn where we have been, where we are now and how that can help us navigate the future. **Speakers:** Robert Bailey, Bailey Properties, Inc., Michelle Ronco, MLS Listings/Aculist, Inc. and Tai Boutell, Santa Cruz Lending Group. **Event date: Wed., August 17, 9:30 - 11:30 AM - \$10 Early Bird through August 1st, \$15 after!** This event will be held at our office, so get your seat early! [Register](#)

Join Us at Aptos St BBQ this Wednesday!

Join us for a fun and interactive event where you will learn how to excel in some of the key areas needed to be a successful REALTOR. [MREP](#) leaders will host several round tables with topics specifically relevant to newer agents. Nosh will be provided! **Event date: Wednesday, July 20, 4-6 PM. Attendance is free!** [More info](#)

Risk Management Training this Friday

Learn how about risk management issues with C.A.R.'s newly revised RPA and related forms. Presented by Bill Jansen. Bill is a partner in the law firm of Broker Risk Management, LLP. **Class date: Fri., July 22, 9:30 - 11 AM.** This session will be held via Zoom. [Register](#)



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July Market Minute Videos

Given tremendously positive subscriber feedback, Aculist is continuing with its newly formatted Market Minute videos – five quick, separate [County Update \(slides only\) videos](#) with data set to music and an accompanying [analysis video](#) with insights on the current real estate market.



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CIPS Training in SF in July

Attend the 5-Day 2022 CIPS (Certified International Property Specialist) at the San Francisco Association of REALTORS. Why CIPS? Distinguish yourself as the Professional Global! **Event date: Mon., July 25 - Frid., July 29** [More info](#)

Annual Foreign Investment in U.S. Existing-Home Sales Climbed 8.5%

International buyers purchased \$59 billion worth of U.S. residential properties from April 2021–March 2022, up 8.5% from the previous year and breaking a three-year streak of declines. The 98,600 existing homes sold – the lowest since NAR tracking began in 2009 – were down 7.9% from the previous year. In terms of overall dollar volume, rising foreign buyer purchase prices offset the annual decline in homes sold. [Read full report](#)

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