

# REALTOR® REPORT

February 16 - March 2, 2010

*The Official Publication of Southland Regional Association of REALTORS®*

C.A.R. Member Legal  
Services Enhanced  
pg. 3

Tax Credit Drives Increase  
in Pending Sales  
pg. 3

A Step in the Green Direction  
pg. 3

Upcoming Classes  
pg. 4

SRAR INSTALLS 2010 PG. 2  
PRESIDENT, PATTI PETRALIA &  
PRESIDENT-ELECT, FRED SABINE

Volume 90 • Issue 4



# SRAR INSTALLS 2010 PRESIDENT, PATTI PETRALIA, AND DIRECTORS

Patti Petralia — who began her career in real estate in 1977 and was sworn in on Jan. 16 as the new leader of the Southland Regional Association of REALTORS® — told attendees at her installation dinner that she is “excited about the opportunities 2010 will offer” and about “going beyond the successes of 2009, and there were many successes.”

“I believe we are now presented with the opportunity for growth and improvement in our industry to be able to step forward and to be proactive in advocating for the protection of housing rights,” Petralia said. That will be accomplished by educating Realtors on how best to guide buyers and sellers through the maze of financing and housing opportunities and choices; by emphasizing and encouraging the importance of professionalism among real estate professionals; and promoting value of the Realtor specialty designations.

“Our industry is progressing toward

stability,” she said, “and there are many good reasons to buy real estate in 2010,” including the extension to April 30 of the first-time buyers federal tax credit along with its expansion to repeat buyers, a firming up of resale prices, low interest rates on home loans, and the ongoing appeal of the California lifestyle.

Petralia also said one of the Association’s goals for the New Year would be to expand programs where Realtors give back to their communities, “by getting involved in community housing projects, charitable events, green activities and neighborhood safety and beautification.

“Realtors can and will do more,” Petralia said. Realtor Fred Sabine also was installed as the Association’s President-Elect, along with other professionals who will serve on SRAR’s board of directors, including: Sharon Barron, Ana Maria Colon (the 2009 President), Gina Covello, Winnie Davis, Jim Ezell, Wendy Hale, Loren Hansen, Debbie Hawkins, Jeff Kahn, Bud Mauro, Alice McCain, Olga Moretti, Gaye Rainey, Bonnie Strassmann, Daniel Tresieras, Gina Uzanyan, Andy Walter, Gary Washburn, Steve White, and Pat A. Zicarelli, who served as the evening’s master of ceremonies.

Todd Olson installed Petralia and all of the directors were sworn in by Beth Pearce, a prominent leader of SRAR and the 2010 President-Elect of the California Association of Realtors. 2010 committee chairs include: Lela Leong, Affiliates; Jeff Kahn, Bylaws; Peter Divris, Commercial Investment; Louis Rinn, Education; Sally Collom, Equal Opportunity; Paul Stafford, Ethics and Arbitration Policy; Doris Casas-Salas, Events & Community Relations; Ana Maria Colon, Finance; Gary Washburn, Governmental Affairs; Neal Adler, Grievance, Don Bagwell, Housing; Diana MacIntyre, MLS Rules and Compliance; Irene Reinsdorf, Professional Standards; Steve Spile, Risk Management;

and Mark Gonzales, Young Real Estate Professionals.

About 350 people attended the installation gala along with multiple elected leaders, including: Los Angeles City Controller Wendy Greuel; L.A. City Council members Tony Cardenas, Paul Koretz, and Jan Perry; and, Mitch Englander, representing Councilman Greig Smith, and a representative of L.A. County Assessor Rick Auerbach. Petralia also extended special thanks to numerous people attending the ceremony, including immediate past President, Ana Maria Colon, and Jim Link, the Association’s Chief Executive Officer.

Eighteen of SRAR’s past Presidents — the Association has been the voice for local real estate since its founding in 1920 — were honored along with three professionals who received the highest honors for 2009: Winnie Davis, a past President and the 2009 Realtor of the Year; Olga Moretti, also a

past President and the 2009 Service Award Recipient; and Dennis Dishaw, the 2009 Affiliate of the Year.

“There are so many people here who have influenced and enriched my life, both professionally and personally,”

Petralia said. “To each of you, my my heartfelt thanks.”





**SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.**

## REALTOR® REPORT

*The Official Publication of SRAR*

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**Patti Petralia**

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**Fred Sabine**

**Chief Executive Officer**  
**Jim Link**

**Santa Clarita Valley Division**

**President**  
**Andrew Walter**

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# C.A.R. MEMBER LEGAL SERVICES ENHANCED

C.A.R.'s Legal Department is proud to offer three new and improved legal services for REALTORS®. To meet our members' high demand for legal advice, we are rolling out a new legal webinar, legal blog, and automated legal hotline system. Plus you can still reach us by calling our Legal Hotline or visiting Legal online at [www.car.org](http://www.car.org).

From keeping you updated on new laws to addressing your day-to-day legal issues, our Legal Department is committed to helping you stay at the top of your game. You can now tap into our legal knowledge and prowess in the following ways:

**C.A.R. Legal Live Webinars:** Starting March 1, 2010, our legal team will conduct online webinars for members only, free of charge, on the first Monday of every month. In our first Legal Live webinar, Senior Counsel Stella Ling will give an update on short sales and other legal developments, and answer legal questions submitted by webinar participants. From the ease of your computer, you can participate in this interactive webinar, get answers to your legal questions, and find out what legal challenges other REALTORS® may be facing. Our first Legal Live will be held on March 1, 2010 from 1 to 2 p.m. Registration is simple, but space is limited, so sign up now by clicking here.

**Updated Legal Blog:** We have revamped our Legal Blog to better suit your needs.

CONTINUED ON PAGE 4

## RISK MANAGEMENT TIP

1. Make sure you are using the most current version of the SRAR addendum. It has been updated numerous times over the past few years. The most current version has a revision date of 9-09.

2. Do not rely on the MLS or property flyers to determine what is included or excluded in the sale. Make sure to spell this out in the offer or counter offer.

# TAX CREDIT DRIVES INCREASE IN PENDING SALES

BY PATTI PETRALIA, 2010 SRAR PRESIDENT

The federal tax credit for purchasing a home is contributing to a broad improvement over year ago levels in homes sales with pending home sales gaining as buyers rushed to capture the tax credits.

The National Association of Realtors' Pending Home Sales Index — a forward looking indicator based on contracts signed in December — increased 1.0 percent to 96.6 from 95.6 in November, and remains 10.9 percent above December 2008 when it was 87.1

In November, the monthly index had fallen by 16.4 percent from surging activity in preceding months. Lawrence Yun, NAR chief economist, said it's important to recognize how the tax credit is skewing market data. "There are easily understood swings in contract activity as buyers responded to a tax credit that was expiring and was then extended and expanded," he said. "These swings are masking the underlying trend, which is a broad improvement over year ago levels. December activity was the fifth highest monthly tally in two years."

Buyers who have a contract in place to purchase a primary residence by April 30, 2010, have until June 30, 2010, to finalize the transaction to qualify for a tax credit of up to \$8,000 for first-time buyers and \$6,500 for repeat buyers.

In the West United States NAR's pending sales index fell 3.8 percent to 119.9 but is 18.6 percent above a year ago. Yun projects the extended and expanded tax credit will encourage 2.4 million households to take the credit in 2010.

"While new-home sales will remain low due to a lack of construction, existing home sales are projected to rise to around 5.6 million in 2010," Yun said. Last year there were 5.16 million existing-home sales.

He added that one of the greatest benefits of rising sales will be firming home prices.

"For several months now we've been seeing stabilization in all of the home price measures as inventory is pulled down," Yun said. "As a result, the housing wealth for many middle class families has begun to stabilize."

## ... A STEP IN THE GREEN DIRECTION

Among the many specialty designations a Realtor can earn, the Green Designation is one of the newest, with the first educational class held in November 2008.

Green isn't just a trend; it's a movement. The National Association of Realtors believes that every step toward a greener, more sustainable environment is a step in the right direction.

Whether you're looking to green your home, your business or your life, an NAR Green Designee can help.

A lot of people today are greenwashing, or falsely claiming to be green. To help you distinguish fact from fiction, the Green Resource Council provides NAR Green Designees with up-to-date resources and ongoing education about green materials, energy-efficient technology, green ratings, green design, green incentives and green living.

If you're ready to buy, sell or build green, use NAR's directory at [www.greenresourcecouncil.org](http://www.greenresourcecouncil.org) to find an NAR Green Designee in your market.

There are multiple options open for Realtors who wish to earn the designation.

The California Association of Realtors offers the designation in several formats throughout the state. For a complete listing of upcoming classes and dates, review the education calendar at C.A.R.'s website: [www.car.org/education/designations/greendesignation/](http://www.car.org/education/designations/greendesignation/)

**Did You Know?** Forty percent of Realtors report that green building is important to their business and clients, while 87 percent believe it will be of even more interest a year from now.



green

NAR's Green Designation



CONTINUED FROM PAGE 3

Our newly formatted blog allows you to pick the legal topic you want to kick around with others in your field. Just submit a legal question or comment, and you'll get a response from C.A.R. veteran attorneys Neil Kalin and Sanjay Wagle. Your question or comment may even pique the interest of your peers in the REALTOR® community. Our Legal Blog will also be a good way for you to take a look at the hot topics of the day for the real estate practitioner. Access our Legal Blog now by going to <http://www.car.org/legal/legalblog/>.

**Automated Legal Hotline:** We recently automated the intake process for you to speak one-on-one with an attorney on our Legal Hotline. You can now bypass our customer service representatives altogether by submitting your legal question online, any time of the day or night. We will give you a priority calling status, and a C.A.R. attorney will generally contact you within one business day. You will still receive the same high level of legal guidance and insight you've come to expect. Try our new automated system now by visiting our website at [www.car.org](http://www.car.org). Just click "Contact Us" at the bottom of the page, choose "Legal Hotline ACCESS" in the drop down menu, and fill out the short form.

C.A.R. Member Legal also provides REALTORS® with many legal articles covering a wide range of topics of interest. Two of our new legal articles available at <http://qa.car.org/> are as follows:

Homebuyer Tax Credit Update.

Mortgage Loan Activities (2010 Update).



**REALTORS®**  
**Midyear Legislative Meetings & Trade Expo**

**Washington DC • 2010**

Open Registration:  
**February 17**

Hotel Reservation Deadline:  
**April 17**

Real Estate Summit:  
**May 11**

Capitol Hill Visits:  
**May 12-13**

Trade Expo:  
**May 12-14**

## UPCOMING CLASSES

### INTRODUCING NAR'S NEWEST CERTIFICATION!

According to National Association of REALTORS® (NAR) data, nearly one-third of all existing homes sold recently were either short sales or foreclosures. To help REALTORS® meet the needs of home buyers and sellers who need these services, NAR has launched a new Short Sales and Foreclosure Resource (SFR) Certification.

The SFR Certification will give you a framework for understanding how to:

Direct distressed sellers to finance, tax, and legal professionals

- Quality sellers for short sales
- Develop a short-sale package
- Negotiate with lenders
- Tap into buyer demand
- Safeguard your commission
- Limit risk and protect buyers

This is the only Short Sale certification course recognized by NAR.

To receive the SFR Certification, you must complete the one day core course and successfully pass the exam, as well as view three 1-hour Webinars, and submit completed application (\$175 application fee). For more information, visit <http://realtorsfr.org>

NAR's Short Sales and Foreclosures Course also meets the elective course requirement for the ABR® Designation awarded by the Real Estate Buyers Agent Council (REBAC). For more information about the ABR® Designation, visit <http://www.car.org/education/designation/abr/>

#### Learn the ins and outs of foreclosures

Serve your buyers' interests by taking the Short Sales and Foreclosures: What buyer's Representatives Need to Know Course.

Date: **Wednesday, March 10, 2010**  
Time: **8:30 a.m. to 5:00 p.m.**  
Location: **Burbank Association of REALTORS®**  
2006 W. Magnolia Blvd.  
Burbank, CA 91506  
818-845-7643  
[brian.paul@burbankrealtors.org](mailto:brian.paul@burbankrealtors.org)  
Price: **\$99.00**  
Make check payable to C.A.R.  
Instructor: **Joe C. Ramos**  
GRI, SRES, Master Instructor, Real Estate  
Coach & Trainer

### YOUR GUIDE TO THE CALIFORNIA RESIDENTIAL PURCHASE AGREEMENT

This course is Department of Real Estate (DRE) accredited for 4 hours of Continuing Education (CE) in Consumer Protection.

The California Residential Purchase Agreement and Joint Escrow Instructions Form (RPA-CA) is the cornerstone of every successful real estate transaction in the state of California. Every REALTOR® should be familiar with the essential concepts, principles, and facts about the RPA-CA form. How you will benefit from taking this course:

- Familiarize yourself with the basic structure of the agreement.
- Learn how to create, modify, cancel, or close a transaction.
- Identify, explain, understand, and remove contingencies.
- Complete all mandatory and recommended disclosures.
- Ensure all commissions are paid in full and on time.
- Understand all the important terms of the contract.

Register today to get all the facts you need about the most important form in California real estate.

DATE: **March 17th, 2010**  
TIME: **9:00 A.M.**  
LOCATION: **2006 West Magnolia Bl.**  
**Burbank, CA 91506**  
PRICE: **\$59 for members, \$69 for non members**  
ENROLL: **Call the Burbank Association of REALTORS® at 818.845.7643**

# Posting

The following Real Estate Brokers have applied for REALTOR® membership. If you have any objections to an applicant's admittance, the objection should be submitted in writing to the Membership Committee at once. In the event a qualified complaint is received, the complaint will be forwarded to the applicant and to the Chairman of the Membership Committee to ascertain that the complaint comes within the purview of the 7 point criteria established by the National Association of REALTORS®. If it does not, the complainant is notified and the applicant is admitted to membership. If it does, the Membership Committee Chairman shall appoint a panel of 3 members from the committee to interview the applicant. The Panel shall make its recommendation to the Membership Committee, which shall then forward its recommendation to the Board of Directors. If the committee recommends disapproval of the application, the Board of Directors will review the recommendation and render a final decision.

## RESPONSIBLE REALTOR® APPLICANTS

### FIRST POSTING

Anderson, Danielle Dominique  
Estates of Today  
256 S. Robertson Blvd. #7596  
Beverly Hills, CA. 90211

Gross, Michael  
Universal Estate Properties, Inc.  
19929 Ave. of the Oaks  
Newhall, CA. 91321

Jones, Amie Jo.  
Amie Jones  
8820 Baird Ave.  
Northridge, CA. 91324

Knapp, Donald Ross  
Pacifico Real Estate Group  
215 N. Marengo Ave. 3rd Floor  
Pasadena, CA. 91101

Miller, Richard Allen  
M & M Financial Services  
16055 Ventura Blvd. #1200  
Encino, CA. 91436

Morgan, Lanita Rene  
Metropolis Investment Group, Inc.  
17434 Emelita St.  
Encino, CA. 91316

Sherf, George  
Expert Realty & Loans, Inc.  
17320 Hamlin St.  
Lake Balboa, CA. 91406

Thomas III, Ashley  
Ashley Thomas Broker  
820 East Avenue K #C  
Lancaster, CA. 93535

### SECOND POSTING

Bykov, Jean Marcus  
Jean Marcus Bykov  
5330 Zelzah Ave. #8  
Encino, CA. 91316

Cook, Scott James  
Architecture 8, Inc.  
264 S. La Cienega Blvd. #1167  
Beverly Hills, CA. 90211

Datuin, Norman I.  
Loan Fund Unlimited, Inc.  
25000 Avenue Stanford, Suite 205  
Valencia, CA. 91355

Dhillon, Kulbir  
Elite Real Estate Agents  
25014 Las Brisas Rd., Ste. D  
Murrieta, CA. 92562

Eisenberg, Jeffrey Mark  
Southern Oaks Mortgage, Inc.  
25000 Avenue Stanford, Suite 95  
Valencia, CA. 91355

Jahangard, Houman  
Royal Rep  
5250 Premiere Hills Cir. #101  
Woodland Hills, CA. 91364

Mesropian, Mesrop  
Mesrop Mesropian  
18530 Hatteras St. #223  
Tarzana, CA. 91356

Tchourkina, Olga  
Olga Tchourkina  
12115 Magnolia Blvd. #205  
Valley Village, CA. 91607

Tran, Louis  
TNK Realty  
18566 Sherman Way  
Reseda, CA. 91335

## REALTOR® APPLICANTS

Alcazar, Paula / Zip Realty, Inc. / Culver City  
Aroyan, Linda Lanille / Keller Williams Encino-Sherman Oaks / Encino  
Ashcroft, Denise M. / Keller Williams Calabasas Estates / Calabasas  
Baliton, Ronnie Lowen Aviles / Infinite Visions Realty, Inc. / Glendale  
Barcarse, Henry R. / Coldwell Banker Greater Valleys / Granada Hills  
Bernal, Ernesto / Pinnacle Estate Properties, Inc. / Northridge  
Bran, Christina M. / Red Sign Real Estate / Northridge  
Calderon, Winifred / C-21 All Moves / Granada Hills  
Castillo, Mitzi / Century 21 All Moves / Granada Hills  
Clevenger, Christopher / Keller Williams VIP Properties / Valencia  
Corcoran, Chadwick J. / David Spiegel & Associates, Inc. / Woodland Hills  
Crystal, Max / White House Properties / Woodland Hills  
Danielson, Clara C. / Real Estate eBroker / Vista  
Dickerson, Angela M. / Estates of Today / Beverly Hills  
Doctorow, Frani H. / Dilbeck Realtors / Sherman Oaks  
Dorfman, Chuck Tzuika / Rodeo Realty / Sherman Oaks  
Dudley, Nancy Lisalee / US Mountain Properties / Pine Mountain  
Elliott, Melina / Global Realty / Northridge  
Enriquez, Giovanni / Keller Williams / Northridge  
Ezell, Sean Bret / Coldwell Banker / Granada Hills  
Fields Jr., Cornell / Keller Williams Realty / Valencia  
Geller, Sheldon Allen / Re/Max OTB Estates / Woodland Hills  
Gonzalez, Zenaida / Dilbeck Estates / Calabasas  
Haim, Este Arielle / White House Properties / Woodland Hills  
Harutunian, Armineh / C-21 All Moves / Granada Hills  
Hasani, Bekin / B.P. Realty / Sherman Oaks  
Hernandez, Angel Esteban / Pinnacle Estate Properties / Northridge

Importa, Melissa / Re/Max Marquee Partners / Manhattan Beach  
Kouyoumdjian, Michael / Ewing & Assoc. Sotheby's International Realty / Sherman Oaks  
Ladizinsky, Elizabeth / John Aaroe Group / Sherman Oaks  
Luna, Juan R. / Jesse Oscar Aguilar, Broker / San Fernando  
Lynch, Stephen Brady / Keller Williams / Studio City  
Lyubliner, Michael / Umbrella Real Estate Group, Inc. / Lake Balboa  
Mavros, Marilyn Maria / Elite Estates / Thousand Oaks  
Meyer-Bourne, Jeanne M. / Prudential California Realty / Chatsworth  
Miller-Sharma, Anna Camille / Tallent & Assoc. Realtors / Winnetka  
Moro, Xenia / Century 21 All Moves / Granada Hills  
New, Nadereh / Prudential California Realty / Chatsworth  
Patel, Deepen Vinod / Pinnacle Estate Properties / Northridge  
Patel, Vinod C. / Pinnacle Estate Properties / Northridge  
Policarpio, Ferdinand M. / M & M Financial Services / Encino  
Rawls, Benjamin King / Altera Real Estate Mel Wilson & Associates / Northridge  
Read, Donna Lee / All Seasons Realty / Frazier Park  
Restivo, Sheila Marie / Rodeo Realty / Woodland Hills  
Ruiz, Vicky / Park Ave. Realty / San Fernando  
Stevens, Joanne Louise / Coldwell Banker Residential / Sherman Oaks  
Thomas, Trevor / Bankers Realty Exclusive, Inc. / Westlake Village  
Vacas, Monica B. / Re/Max Grand Central / Tarzana  
Van Wert, Timothy Bernard / Dilbeck Realtors / Stevenson Ranch  
Wee, Roberta Alabata / Exclusive Estate Properties, Inc. / North Hollywood  
Weng, Xiaoyi / Rodeo Realty, Inc. / Northridge  
Wilner, Carmen C. / City Lights Financial / Agoura Hills

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email: akouc3@yahoo.com

Exp. #9

**MOLD INSPECTION**  
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Exp. #13 (2010)

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# REALTOR® RESOURCE CENTER

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California General Building Contractors Lic. No. 305021



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## REAL ESTATE

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| <b>THURSDAY</b><br><b>FEB. 1<sup>st</sup>, 10AM</b><br><b>Meet Hunter Palacios</b>   | <b>THURSDAY</b><br><b>MAR. 1<sup>st</sup>, 10AM</b><br><b>Meet Dan Tranter</b>   | <b>THURSDAY</b><br><b>FEB. 2<sup>nd</sup>, 10AM</b><br><b>Meet Steve Green</b>  | <b>THURSDAY</b><br><b>MAR. 4<sup>th</sup>, 10AM</b><br><b>Meet Steve Herman</b>  |
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| <br><p>Top 10 Agent 3 years in a row, \$6 million closed in 2009.</p> | <br><p>Over 31 years with Park Regency, Top 10 Agent 9 of the last 13 years, Over \$5.1 million closed in 2009.</p> | <br><p>Finished in the Top 7 for 11 of the last 13 years, \$4.8 million closed in 2009, Over 20 years with Park Regency.</p> | <br><p>Finished in the Top 10 for 9 of the last 11 years, Over \$4 million closed in 2009, Over 21 years with Park Regency.</p> |



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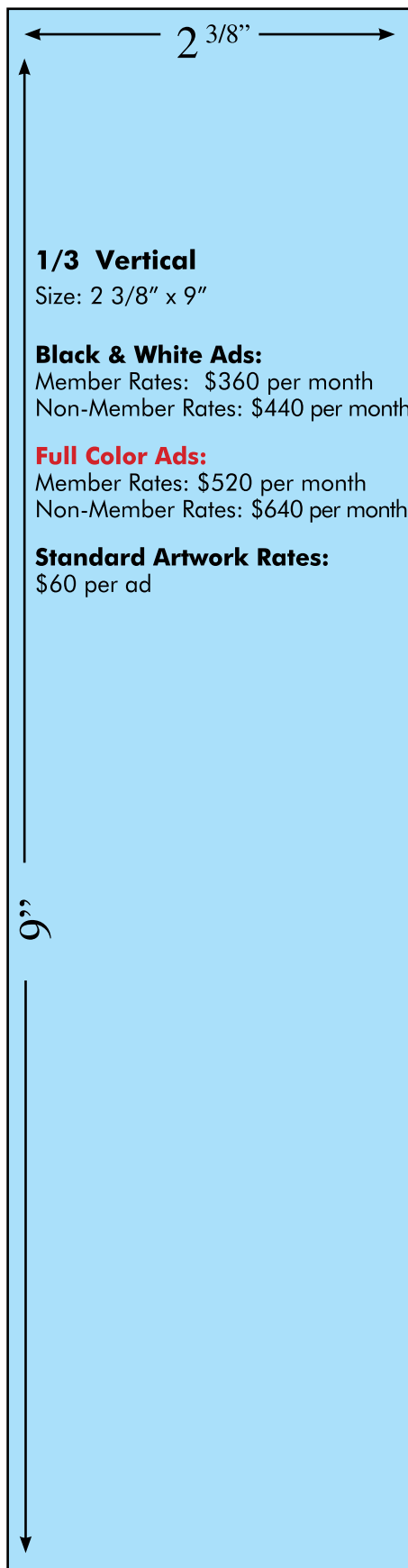


**Get Started >>**

# DISPLAY ADVERTISING RATES & SPECIFICATIONS

**\*\*RATES PRICED ON A 4 WEEK BASIS:**

*One month of web advertising & two printed issues of an ad*



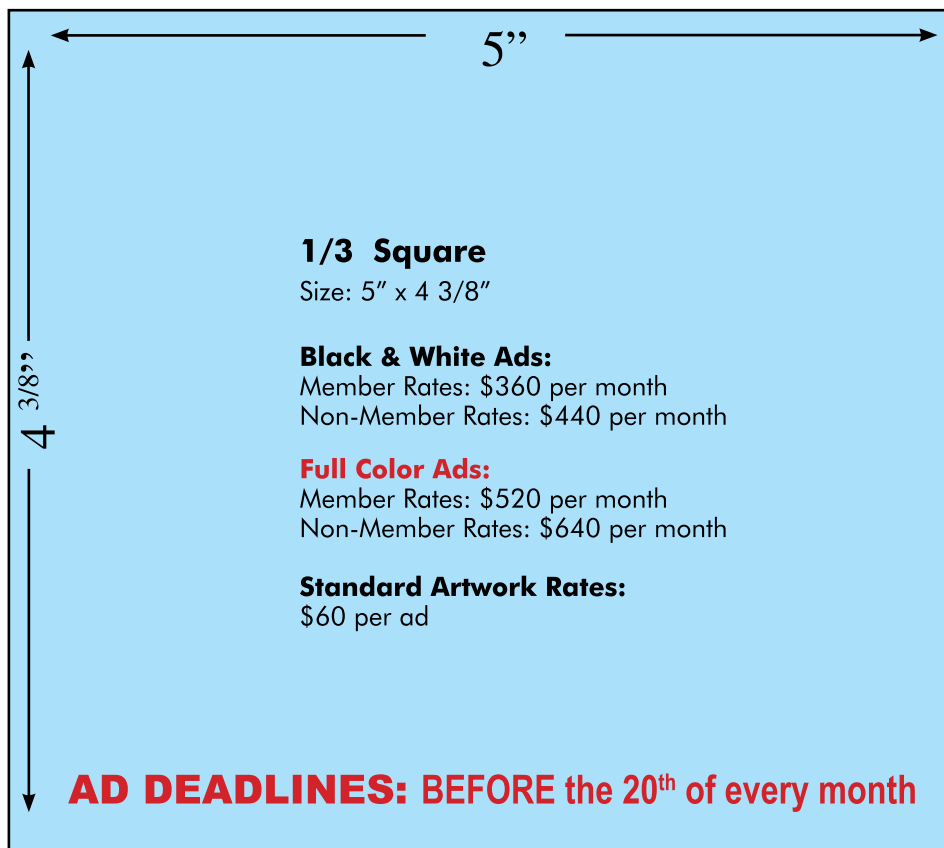
A vertical rectangular diagram representing a 1/3 Vertical ad. The width is labeled as 2 3/8" at the top, and the height is labeled as 9" on the left side.

**1/3 Vertical**  
Size: 2 3/8" x 9"

**Black & White Ads:**  
Member Rates: \$360 per month  
Non-Member Rates: \$440 per month

**Full Color Ads:**  
Member Rates: \$520 per month  
Non-Member Rates: \$640 per month

**Standard Artwork Rates:**  
\$60 per ad



A square diagram representing a 1/3 Square ad. The width is labeled as 5" at the top, and the height is labeled as 4 3/8" on the left side.

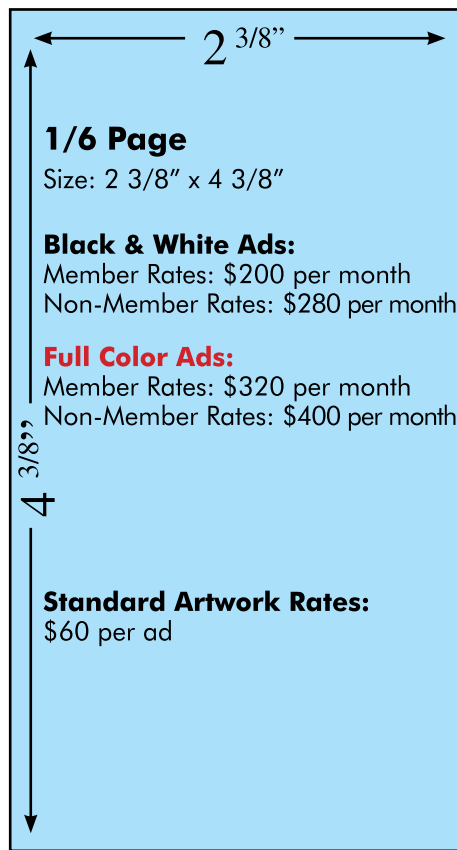
**1/3 Square**  
Size: 5" x 4 3/8"

**Black & White Ads:**  
Member Rates: \$360 per month  
Non-Member Rates: \$440 per month

**Full Color Ads:**  
Member Rates: \$520 per month  
Non-Member Rates: \$640 per month

**Standard Artwork Rates:**  
\$60 per ad

**AD DEADLINES: BEFORE the 20<sup>th</sup> of every month**



A rectangular diagram representing a 1/6 Page ad. The width is labeled as 2 3/8" at the top, and the height is labeled as 4 3/8" on the left side.

**1/6 Page**  
Size: 2 3/8" x 4 3/8"

**Black & White Ads:**  
Member Rates: \$200 per month  
Non-Member Rates: \$280 per month

**Full Color Ads:**  
Member Rates: \$320 per month  
Non-Member Rates: \$400 per month

**Standard Artwork Rates:**  
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Our NEW AND IMPROVED REALTOR® REPORT display advertising options Now publishes ads in both print and online.

### Display Advertising Mechanical Requirements

Digital advertisements (for printed version only) are accepted in PC format (InDesign, Photoshop, Illustrator) with all supporting files (images & fonts), or you may supply the ad as a high-resolution PDF (PDFx1a). PageMaker, Microsoft Word or Freehand files **will NOT be accepted.**

Ads can be submitted on CD or e-mailed to [printshop@srar.com](mailto:printshop@srar.com). No hard copy will be accepted.

Proofs or hard copy sample must be supplied for all ads. PDFs are acceptable as long as color is not critical.

Display ads should employ line screens no finer than 120. Material should be prepared allowing for approximately 30% gain on press. Any screen that will not be acceptable if printed as a solid should be held below 85%.

REALTOR® Report is printed in 4-color process (CMYK). All colors MUST be in process CMYK. SRAR is not responsible for missing portions of ads due to customer design error.

**\*\*PLEASE NOTE\*\* AD SPACE IS LIMITED.** Ads are taken on a first come first served basis.



SRAR, C/O Advertising, 7232 Balboa Blvd., Van Nuys, CA 91406 or fax: (818) 786-0404



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## AREA MEETING ANNOUNCEMENTS

### EAST NORTH

**Thursdays**

**Chairperson:** Doc Holladay

**Phone:** (818) 705-7575

**Location:** Lulu's Restaurant - 16900 Roscoe Blvd.,  
Van Nuys

**Time:** 8:45am

### OUTWEST

**2nd & 4th Thurs of Mo.**

**Chairperson(s):** Jim Bevis, Chairman  
Louis Mowbray, Vice Chairman  
Larry Gutierrez, Membership

**Phone:** Jim – (818) 522-4113

**Email:** [jabevis@ca.rr.com](mailto:jabevis@ca.rr.com)

**Phone:** Lou – (818) 703-7209

**Email:** [lmowbray@pacbell.net](mailto:lmowbray@pacbell.net)

**Phone:** Larry – (818) 645-8224

**Location:** Denny's, 8330 Topanga Cyn. Blvd.

**Time:** 8:30am – 10:00am

### COMM. INVEST. PROP.

**3rd Tues of mo.**

**Chairperson:** Brian Hatkoff, CCIM

**Phone:** (818) 701-7789

**Web:** [www.c-rex.org](http://www.c-rex.org)

**Time:** 8:30 A.M.

**Location:** SRAR Auditorium-7232 Balboa Blvd.,  
Van Nuys

**January 19, 2010:** LA County Assessors Office:  
What is the County doing with Commercial Property  
Values?

**February 16, 2010:** David Newman, CPA: What  
new tricks does the IRS have for Commercial Real  
Estate?

### BUSINESS OPPORTUNITY

**4th Tues of mo.**

**Chairperson(S):** Harvey Osherenko

**Phone:** 522-7592

**Location:** SRAR – **Time: 9:00 A.M.**

### R.E. NETWORK

**Fridays (expt. holidays)**

**Contact For Information:** Bud Mauro

**Phone:** (818) 349-9997

**Location:** El Cariso Golf Club Restaurant, "The  
19th Hole". 13100 Eldridge Ave., Sylmar CA. Exit  
210 Frwy at Hubbard, N. to Eldridge, E. to Golf  
Club Entrance. [TG-482 D 3]

**Time:** 8:30 – 9:30 A.M. - EVERY FRIDAY

### SCV CARAVAN

**1st and 3rd Fridays**

**Location:** Home Town Buffet- 23154 W. Valencia  
Blvd., Santa Clarita Valley

**Date:** 1st & 3rd Friday's

**Time:** 8:30am

**Topic:** MLS Marketing Meeting

**MARCH 5 – Acton, Agua Dulce** - AC, ADUL  
**Canyon Country** - CAN 1, CAN2, CAN3, RBGL,  
SAND

**Newhall** - NEW4

**Saugus** - BOUQ, CJRC, COPN, PLUM

**Valencia** - BCRO, CRSO, NBRG, NPRK, TSRO,  
VALB, VALC, VALN, VLWC

**MARCH 19 – Castaic** - ECAS, HASC, HILC,  
HSHL, LOAK, NCAS, NLAKE, PRKR, VVER

**Newhall** - DNEW, NEW1, NEW5, PLAC

**Stevenson Ranch** - SOSR, STEV

**Valencia** - VAL1, VALW, VSUM, VWES