

REALTOR® REPORT

April 13 - April 26, 2010

The Official Publication of Southland Regional Association of REALTORS®

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Upcoming Events

Lunch & Learn
April 15

SRAR Food Drive
April 19-23

SRAR Blood Drive
April 23

YREP Monthly Mixer
April 23

YREP Quarterly Meeting
April 28

REALTOR® 2.0 Series
April 30-June 4

Diamonds & Champagne
May 22

REALTOR® Expo
June 24

www.srar.com/calendar

Will this

Spring
Bring New
Opportunities?

DIAMONDS AND CHAMPAGNE!

A FUNDRAISING EVENT FOR RAF

Please note there are a few corrections/updates to this article since it was published in the last issue of Realtor® Report. There are now three Diamond Bracelets, instead of two. And their collective value is more than \$10,000.

SRAR members are invited to attend the upcoming Diamonds and Champagne fundraising event for REALTOR® Action Fund (RAF). This special event will be held on Saturday, May 22, 2010 from 6:00 to 8:00 pm at the home of 2010 SRAR President, Patti Petralia.

The evening will include a drawing to win one of three diamond bracelets, delicious hors d'oeuvres and refreshing cocktails all in a beautiful setting. Tickets are now being sold in advance for \$50 and will also be available at the door for \$75. For each ticket purchased you will receive one entry into the drawing for the diamond bracelets, collectively valued at over \$10,000. To purchase advance tickets online, visit www.srar.com/diamonds. Or send a check payable to 'SRAR' to the attention of Michelle Gerhard at 7232 Balboa Blvd., Van Nuys, CA 91406. Tickets are available for purchase by both Realtor members

AND Affiliate members of SRAR, as well as staff. All individual funds contributed through ticket sales will be credited towards your individual RAF account. For example, you can go from a Sterling "R" contributor to a Golden "R", etc.. In order to ensure your contributions are correctly credited towards your RAF account, you must include your membership number with purchases.

This is the perfect way to contribute to an extremely important fund that protects your ability to do business and have fun doing it. And who knows, you could walk away with a new diamond bracelet.

For more information on this event, and to review full contest rules, visit www.srar.com/diamonds. You may also contact Joey Lewis, Director, Member & Community Relations at joeyl@srar.com or by phone at 818-947-2256.

Changes Effective May 1st 2010 (changes in RED)

CHANGES TO MLS RULES & REGULATIONS

9.2 Disclosing the Existence of Offers. Listing brokers, in response to inquiries from buyers or cooperating brokers, shall, with the seller's(s') approval, disclose the existence of offers on the property. Where disclosure is authorized, the listing broker shall also disclose whether offers were obtained by the listing licensee, by another licensee in the listing firm, or by a cooperating broker **only if asked**.

13.6 Required Lockbox. If a lockbox is present on a Residential or Residential Income (1 – 4 Units) property which is located in the CARETS service area and is listed for sale or lease in the CARETS system, the lockbox must be an electronic lockbox that is accessible by a key issued by one of the CARETS members. More than one lockbox may be used on a property as long as one of them meets the criteria above.

Changes to Data Integrity Standards

New construction properties for which an APN has not yet been assigned by the

Assessor **or properties without an assigned APN** can be handled in two ways: 1) Input an **APN that is entirely blank**. This is the **ONLY time a blank APN may be entered**, 2) Input the previous APN of the land upon which the property is being built. In either case, when an APN is assigned by the Assessor's office, it should immediately be input to the MLS.

• Duplicate Listings

There **shall be only ONE** active record in the MLS database for each **PROPERTY TYPE** that is for sale **or lease**. Duplicate listings are misleading, skew the statistics, and make Comparative Market Analyses (CMAs) cumbersome and often incorrect. You should enter your listings in your home MLS and no longer enter the listing into another MLS – even if you are a member of more than one MLS'. Members will be assessed for duplicate listings.

Brokers and agents accessing the MLS as a member of CRISNet MLS are subject to the CARETS MLS Rules and Regulations and Data Integrity Standards.

Friday April 23, 2010

SRAR BLOOD DRIVE



Did you know that one pint of blood can help three people! Giving blood is a simple way to help those who in need and helps save lives.

Why Donate Blood?

- It feels GREAT to donate!
- You get FREE juice and cookies.
- It's something you can spare – most people have blood to spare and yet, there is still not enough to go around.
- YOU will help ensure that blood is on the shelf when needed most.
- YOU will be someone's HERO.
- Enjoy a partnership where everyone wins.
- It feels good to be a part of helping to save lives.

On Friday April 23, 2010 from 9:00 a.m. to 2:00 p.m. SRAR and Kaiser Permanente® will host a blood drive in the SRAR auditorium located at 7232 Balboa Blvd., Van Nuys.

You can walk in or contact Kit Young at 818-997-2236 or kathleeny@srar.com to schedule an appointment. Do your part! GIVE BLOOD!!!



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

President
Patti Petralia

President-Elect
Fred Sabine

Chief Executive Officer
Jim Link

Santa Clarita Valley Division

President
Andrew Walter

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FEBRUARY HOME SALES SLOW WHILE PRICES RISE

Seasonal patterns combined with a severe shortage of properties listed for sale forced down home sales during February throughout the San Fernando Valley while the median price of homes sold increased 10.3 percent, the Southland Regional Association of REALTORS® reported.

Association executives expected the freshly approved expansion of a \$10,000 tax credit for California homebuyers along with the ongoing federal credit of \$8,000 to have an ongoing positive impact on sales. Plus, the Obama Administration on Thursday moved to speed home loan modifications for jobless owners, a move which could help millions of delinquent owners delay or stave off foreclosure.

"We are pleased that the Legislature and Gov. Schwarzenegger recognized the impact the tax credits have on families trying to buy a home," said Patti Petralia, president of the Southland Regional Association of Realtors. "Realtors led the effort to win approval for the \$10,000 California credit. This comes just as the federal tax credit, which clearly

has had a positive impact on sales, jobs and related purchases, is soon to expire.

"The housing market has been showing signs of recovery for many months," Petralia said. "However, these new developments come just in the nick of time, just as uncertainty was beginning to resurface. The California credit may be just what is needed to prompt anyone interested in buying a home to get off the fence and start house hunting."

Partly due to seasonal trends - activity typically tapers off during the rainy, short month of February - only 458 single-family homes closed escrow during February, 4.6 percent below the number reported a year ago. Condominiums fared better with the 190 closed escrows, up 17.3 percent from a year ago.

Home sales had been showing steady improvement since hitting the low point of this cycle in January of 2008. But activity has slowed in recent months.

"The primary force restricting sales is

the exceptionally tight inventory," said Jim Link, the Association's chief executive officer. "Properties listed under \$500,000 sell very quickly, which explains the boost in condo sales, while sales of higher-priced properties are improving."

However, ongoing difficulty qualifying for and securing home loans, especially jumbo loans needed to buy high-end homes, continue to be another drag on the market, Link said.

There were a total of 2,970 active listings throughout the San Fernando Valley at the end of February. That was 33.3 percent below the 4,451 listings of February 2009.

At the current pace of sales, the inventory represents a 4.6-month supply - just under the 5- to 6-month supply that represents a balanced market. A year ago the Association reported a 6.9-month inventory.

Link and Petralia noted that traditional sellers have been slow to list properties for sale due to market uncertainties while banks have been either slow to release properties obtained through foreclosure or have been developing strategies to help owners avoid foreclosure.

"A normal market won't return until traditional sellers feel confident enough to list their home for sale. A normal market will be elusive until foreclosed properties and short sales work their way through the system," Link said. "Short sales appear to be dominating current activity, yet even there it's taking way too long to get lender approval and conclude transactions."

"Realtors are hunting and hoping for consistency among lenders when it comes to short sales," Link said. "Buyers need to get loan approval in under 90 days, not the many months-long uncertainty that currently slows transactions."

The median price of the 458 homes that closed escrow during February was up 10.3 percent to \$375,000. The median has been drifting up and down from \$375,000 to \$400,000 since last May, but has been trending ever higher since hitting the low point for this recession of \$339,900 in February 2009.

The condominium median resale price of \$227,000 was up 8.1 percent from February 2009. It has been higher than the prior year for the last five consecutive months.

Pending escrows - a measure of future sales activity - increased 6.5 percent with 1,095 open escrows.

TIGHT INVENTORY SLOWS SANTA CLARITA VALLEY HOME SALES

A tight inventory restricted home sales throughout the Santa Clarita Valley during February while the median price of homes sold was up slightly to \$410,000, the Southland Regional Association of REALTORS® reported.

A total of 140 single-family homes and 55 condominiums changed owners last month. The single-family total was down 16.2 percent from a year ago while condo sales increased 22.2 percent as buyers scrambled to purchase any available entry-level property.

"February typically is a slow month for sales, but the strict qualifying standards for securing a home loan combined with the low number of homes listed for sale were drags on activity," said Andrew Walter, president of the Association's Santa Clarita Valley Division. "The really good news is that we've seen a steady increase in move-up buyers over the past few months."

Walter and Jim Link, the Association's chief executive officer, praised the State Legislature for passing and Governor Arnold Schwarzenegger for signing into law on Thursday a measure that offers a \$10,000 tax credit to California home buyers.

"The federal tax credit of \$8,000 for first-time buyers and \$6,500 for repeat buyers has been a tremendous boon for home sales, but those are set to expire in coming months," Walter said. "California's \$10,000 tax credit comes at the perfect time. It will go a long way to reassure sellers and buyers that the housing market is stable."

Walter and Link agreed that reports from Realtors indicate there are many more buyers seeking a home to purchase than there are properties listed for sale.

"There's intense competition for any property under \$500,000," Link said. "Competition has grown more fierce as the inventory dries up."

The Association reported a total of 891 active listings at the end of February. That number was down 30.6 percent from a year ago and represents a 4.6-month supply at the current pace of sales. A balanced market emerges with a 5- to 6-month inventory. A year-ago February the Association reported a 6.1-month inventory.

Both executives urged lenders to act faster when it comes to approving short sales.

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DETAILS OF CALIFORNIA'S \$10,000 TAX CREDIT

BY PATTI PETRALIA, PRESIDENT, AND DAVID WALKER SRAR MEDIA CONSULTANT

Governor Arnold Schwarzenegger recently signed legislation offering up to a \$10,000 tax credit for purchase of a home.

This comes on top of a soon-to-expire federal tax credit of \$8,000 for first-time buyers and \$6,500 for repeat buyers under a plan approved by the Obama Administration, which also was designed to bolster the economic recovery by fueling home sales, typically one of the most important sectors of the economy in any recovery.

California's previous home buyer tax credit program was so successful that it ran out of tax credits by the end of June 2009, eight months before it was set to expire and just as the housing market appeared to be turning the corner.

Unlike last year's legislation, this year's Homebuyer Tax Credit recently signed into law adds a tax credit for the purchase of an existing home by a first-time home buyer.

Be sure to consult a Realtor and a tax specialist to ensure all of the benefits of the state and federal credits are fully captured. For detailed information regarding the California credits go online to the Franchise Tax Board's website at ftb.ca.gov. Check the FTB's website regularly as updates will be added as they become available.

Some of the most important details of this once-in-a-lifetime opportunity for prospective home buyers include:

The 2010 New Home Credit and First-Time Buyer Credit begins May 1, 2010.

- The New Home/First-Time Buyer Credits are available only for purchases that close escrow on or after May 1.

RISK MANAGEMENT TIPS

☞ Make sure you update your Winforms to the new and improved Zipforms. Winforms will now no longer be functional as of April 1, 2010. There are still two versions of Zipforms, one is internet-based and the other is a desktop version.

☞ Start using ePubs along with Zipforms. With ePubs you can email documents like the Residential Earthquake Booklet to your clients without having to waste all that paper - GO GREEN!

- The home must be the buyer's principal residence for at least two years after the date of purchase.

- Applications must be submitted after escrow closes. The new application will be available by May 1. (The FTB will deny the application if the 2009 form is used or if the 2010 application is received by the FTB before May 1, 2010.)

General Information: These tax credits are available for taxpayers who purchase a qualified principal residence on or after May 1 and before January 1, 2011. Additionally, the New Home Credit is available for taxpayers who purchase a qualified principal residence on or after Dec. 31, 2010, and before Aug. 1, 2011, so long as an enforceable contract is executed on or before Dec. 31, 2010. The purchase date is defined as the date escrow closes.

- The tax credits are limited to the lesser of 5 percent of the purchase price or \$10,000 for a qualified principal residence.

- Taxpayers must apply the total tax credit in equal amounts over three successive tax years (maximum of \$3,333 per year) beginning with the tax year in which the home is purchased. The tax credits are nonrefundable and unused credits cannot be carried over.

- The total amount of allocated tax credit for all taxpayers may not exceed \$100 million for the New Home Credit and \$100 million for the First-Time Buyer Credit.

- The FTB will allocate the tax credits on a first-come, first-served basis. Only one tax credit is allowed per taxpayer.

Taxpayers will not be eligible for either tax credit if any of the following apply:

- The taxpayer was allowed a 2009 New Home Credit.

- The taxpayer is under 18 years old. (A taxpayer who is married as of the date of purchase will be considered to be 18 if the spouse/registered domestic partner of the taxpayer is 18 or older on the date of purchase.)

- The taxpayer or the taxpayer's spouse or registered domestic partner is related to the seller.

- The taxpayer qualifies as a dependent of any other tax-payer for the tax year of the purchase.

Additional information will be presented in coming weeks on this page. For all full details and the most recent updates, be sure to visit the Franchise Tax Board's website at ftb.ca.gov.

TIGHT INVENTORY SLOWS SCV SALES

CONTINUED FROM PAGE 3

"The inconsistencies from lender to lender plus the extensive delays in closing short sales drag sales down further and leaves dozens of prospective buyers in limbo," Link said. "Short sales need to be approved in under 90 days, but now many are taking much longer."

Link and Walter also agreed that the market won't return to normal until all distressed properties move through the system and traditional home sellers return in greater numbers.

"Foreclosure and especially short sale listings still predominate," Link said, "while listings from traditional sellers typically appear only if the owner has to sell. That's slowly changing as owners gain more confidence in the strength of the market."

The median price of the 140 single-family homes that changed owners last month was \$410,000, up 0.5 percent from a year ago and 2.5 percent higher than this January. The median has been steadily rising almost every month since the low point of \$385,000, which came in December 2008.

The condominium median resale price of \$250,000 rose 11.1 percent above a year ago and increased 6.4 percent from January. It too has been moving higher nearly every month since its low point of \$199,500 in March 2009.

Pending escrows - a measure of future resale activity - rose 19.3 percent compared to a year ago with 377 open escrows.

Women's Council of REALTORS®
San Fernando Valley Chapter

The Women's Council of REALTORS®, San Fernando Valley Chapter, invites you to their April Business Resource Meeting Luncheon on April 19, 2010 at 11:30 am. The luncheon is being held at B.J.'s Restaurant on Canoga Ave just south of Victory Blvd in Woodland Hills. The Guest Speakers are a panel of Lenders: Kelly Lynch from KPL Select Mortgage, Escrow & Management, Peaches Jensen from Wells Fargo Home Mortgage, Rebecca Walsh from Bank of America, and Hiram Yanez from Prospect Mortgage. They will inform us of new programs, regulations, and tips to help keep our loans on track and escrows closing smoothly. Come join us for an informative lunch! Cost for Members is \$20 and Guests are \$25. If you need any further information please contact Helen Kerwin-Saltzman, Chapter President at (818) 943-3176. You can also go to the chapter website at www.wersfv.org and click on upcoming events. See you there!

NEW RESIDENTIAL PURCHASE AGREEMENT DUE FOR RELEASE IN APRIL

On April 28, 2010, CAR will release the Revised Residential Purchase Agreement. This is the first major revision to this form since 2002. The RPA task force spent approximately a year and a half revising this form. There were over 1000 comments received from REALTORS® throughout the state regarding changes, and the committee considered all of these suggestions.

The Southland Association of REALTORS®, through its Risk Management Committee, has held several free seminars for members to train our agents on the revisions; additional seminars are scheduled in April.

SPOTLIGHT AFFILIATE

In an effort to introduce our affiliates and say thank you for their support and the many ways they contribute to our association, SRAR will spotlight those who have been ardent supporters of the many events and educational opportunities we host throughout the year. Without the generous support of our affiliate members, we would not be able to provide the same types of educational and networking events that our membership currently enjoys.

This month we would like to spotlight First American Home Buyers Protection Corporation and Dawn Zirbel.

SRAR: Please share your



First American
Home Buyers Protection Corporation

background and a brief history of your company.

FAHBP: First American Home Buyers Protection was founded over 25 years ago. We are one of the largest home warranty companies in California. Since 1984, First American Home Buyers Protection has been providing top-quality home warranty products to the real estate community. Our wide range of affordable plans and convenient service offers homeowners, sellers, buyers and real estate agents valuable coverage and savings on home systems and appliance repairs.

SRAR: What service(s) does your company offer SRAR members?

FAHBP: We are a proven leader in the home warranty industry. With over 25 years of experience and dedicated professionals to help you, we are able to provide a wide range of home warranty products and services at affordable prices. We have no size or age limitations on systems and appliances; we provide fast and friendly service 24 hours

CAR has released a Memo dated March 8, 2010 that references the most significant changes to the newly revised Purchase Agreement. A copy of that Memo follows: Most Significant Changes Between April 2010 RPA and Previous

- Agency moved to paragraph 2 on page 1, from paragraph 27 on page 7.
- Buyer and seller initials separated on all pages.

- Initial Deposit – two options; buyer direct deposit to escrow or given to agent.

- Financing –

- Separate paragraphs for first and second loan;

a day; we have a large network of certified, insured contractors throughout the nation. We pride ourselves on experienced area leadership with people like Dawn Zirbel who has had over 15 years experience in the home warranty industry and 7 years with First American Home Buyers Protection.

SRAR: Which events and committees have you participated in, and in what capacity?

FAHBP: We have been a sponsor at the SRAR REALTOR® Expo, the SRAR Santa Clarita Valley Division Annual Charity Golf

Tournament and have sponsored the Education Summit. First American

Home Buyer Protection area manager, Dawn Zirbel has served on many SRAR committees – the SRAR San Fernando Valley Division Affiliates Committee; 2009 Events and Community Relations Chairperson; currently serving as the Affiliate Chairperson for the Santa Clarita Division and on the SRAR Santa Clarita Division Board of Directors.

SRAR: How has being an affiliate member of SRAR impacted your business growth?

FAHBP: Being an affiliate member of SRAR has afforded First American Home Buyers Protection the opportunity to meet hundreds of REALTORS® and be active in our real estate community.

SRAR would like to thank First American Home Buyers Protection and Dawn Zirbel for their continued support and look forward to the future success of our joint efforts.

To learn more about First American Home Buyers Protection, visit them on line at www.firstam.com/warranty or contact Dawn Zirbel at 661-816-1218.

- Default to fixed term, optional check box for adjustable

- FHA/VA buyer to notify seller of lender required costs. Seller may not approve.

- Appraisal contingency –

- Based on preparation by a licensed or certified appraiser.

- Default to appraisal contingency removed automatically when loan contingency removed.

- Wood Pest Inspection –

- Allocation paragraph, inspection only.

- Reference to WPA in paragraph 11.

- WPA requires repairs and separate section 1 and section 2, just as before.

- WPA requires Certification, just as before.

- Home warranty coverage includes option to check for upgrade for pool/spa, air conditioning, and code upgrade.

- Possession – default to 5 pm on close of escrow.

- TVs and speakers excluded from sale. Can check box to include stove or refrigerators.

- Additional terms –

- moved to paragraph 11 on page 4 from paragraph 25 on page 6.

- Contains pre-printed list of commonly used addendum, seller disclosures and advisories, including WPA, ADM, PAA, SSA, SWPI, SPQ, SBSA, BIA, PAK, TA, and REO.

- Present condition is parenthetically defined as being ‘as is.’

- Preliminary report – include General Index search for certain liens against seller.

- Contingencies and Cancellations –

- Requires exercise in good faith.

- 5 days for buyer response if seller delivers late.

- Last date not to fall on Saturday, Sunday or legal holiday.

- Demand to Close escrow required before cancellation for failure to close.

- Notice to Perform – 2 days instead of 24 hours.

- Defines delivery to mean personal receipt by principal or agent, whether sent by fax, email, or other. Previous version did not define delivery.

- Presentation of offer box added so listing agent can show that offer given to seller.

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

Acosta, David J.
American Funding
5017 Boda Place
Woodland Hills, CA. 91367

Cabrera, Abad
Capital Group Realty
2009 W. Marine Ave.
Gardena, CA. 90249

Conway, Daniel T.
Daniel T. Conway
15026 Acre St.
North Hills, CA. 91343

Horwitz, Susan
S H Commercial Real Estate
18316 Hatteras St. #7
Tarzana, CA. 91356

Kerrigan, John D.
John Kerrigan
15130 Dickens St. #305
Sherman Oaks, CA. 91403

Lujan, Andre P.
Vista Pacific Realty
9114 Adams Ave. #165
Huntington Beach, CA. 92646

Raynes, Ilana
Aspect Financial
12751 Mulholland Drive
Beverly Hills, CA. 90210

SECOND POSTING

Chasnik, Marina
Bel Air Estates Realty
15130 Ventura Blvd. #307
Sherman Oaks, CA. 91403

Cohen, Amnon
Ami Cohen Realty, Inc.
3837 Sherview Dr.
Sherman Oaks, CA. 91403

Cohen, Leah
A.L.D. Realty, Inc.
21777 Ventura Blvd., #255
Woodland Hills, CA. 91364

Hashemyar, Mehnaz
Elite Realty Partners
116 Heath Meadow Pl.
Simi Valley, CA. 93065

Licea, Jose Alfredo
Villa Group Real Estate & Mortgage
2530 S. Mooney Blvd., Suite D
Visalia, CA. 93277

Magana, Carlos
Carlos Magana
8810 Memory Park Ave. #202
North Hills, CA. 91343

Movassaghi, Kamran
Kamran Movassaghi
20477 Coulson St.
Woodland Hills, CA. 91367

Siminou, Babak
Schaefer Financial Services, Inc.
14250 Ventura Blvd. #B
Sherman Oaks, CA. 91423

REALTOR® APPLICANTS

Agbalaya, Lisa M. / Royal Rep / Woodland Hills	Malcolm, Christopher John / Coldwell Banker / Sherman Oaks
Azeri, Vugar / States Realty, Inc. / Woodland Hills	Martin, Veanet / Century 21 All Moves / Granada Hills
Bandek, Sonia M. / Coldwell Banker / Sherman Oaks	Mier, Victor / Pinnacle Estate Properties, Inc. / Encino
Becker, David Scott / Keller Williams Realty / Calabasas	Morton, Jamie / Re/Max of Santa Clarita / Santa Clarita
Bergal, Jack / Best Realty & Investments, Inc. / Granada Hills	Neal, Joan Baker / Royal Hills Realty / Glendale
Buccieri, Nadine Ann / Century 21 All Moves / Granada Hills	Nourse, Judith Ann / Coldwell Banker Vista Realty / Valencia
Choi, Esther Hyun / Century 21 Albert Foulad Realty / Encino	Pinto, Maria J. / Century 21 All Moves, Inc. / Granada Hills
De Vore, Steven / Prudential California Realty / Encino	Plessis, Andre / Keller Williams Realty / Westlake Village
Fletes, Camille E. / R.R. Gable, Inc. / Simi Valley	Ross, Chad Martin / Scott Anastasi Realty, Inc. / Redondo Beach
Florencio, David A. / Coldwell Banker Prime Properties / Northridge	Saenz, Rosalie / Keller Williams World Media Center / Burbank
Garrett, Brett Patrick / American Funding / Woodland Hills	Salcido, Sergio / MSB Realty / Granada Hills
Ghazarian, Georgina A. / Rodeo Realty / Sherman Oaks	Sanchez, Walter O. / Max/Well Realty, Inc. / Tarzana
Grey, Todd Andrew / Compass Real Estate Corporation / Irvine	Shahbaz, Hormoz S. / Keller Williams Encino-Sherman Oaks / Encino
Henen, Daniel / Pinnacle Estate Properties, Inc. / Northridge	Vanneman, Jeffrey R. / Keller Williams / Calabasas
Heydari-Khosrowabadi, Nancy / Valley Executive Realtors / Van Nuys	Wassell, Susan Justice / Keller Williams R.R. Gable / Northridge
Hill, Theresa T. / White House Properties / Woodland Hills	Wong, Xuelin Wu / American Home Realty / Winnetka
Jones, Angela Marie / Keller Williams Realty / Studio City	



Diamonds and Champagne

Saturday, May 22, 2010 6:00-8:00 p.m.

Hosted by: 2010 SRAR President, Patti Petralia

Location: 18347 Hampton Ct.

Porter Ranch, CA 91326

Join us for hosted Hors D'oeuvres, beverages, a glass of Champagne and a chance to win one of 3 Diamond Bracelets, collectively valued at over \$10,000.

The cost is just \$50 per ticket in advance/\$75 at the door!

Purchase tickets by credit card online at www.srar.com/diamonds
or complete the below form and fax it to 818-786-4541

To pay by check, make payable to 'SRAR' and send to:
SRAR

Attention: Michelle Gerhard
7232 Balboa Blvd.
Van Nuys, CA 91406

Presenting Sponsor:



Complete the form below to purchase tickets via credit card. Fax completed form to 818-786-4541

Print Name (as it appears on the card): _____

Member # (required for proper credit towards your RAF account): _____

Number of Tickets at \$50 each: _____

Total amount to be charged: \$ _____

Credit Card #: _____

Exp. Date: _____ / _____

Signature: _____

There will be three drawings and each winner will receive one of the three Diamond Bracelets. Proceeds will go to CREPAC Federal, the REALTOR® political action fund that ensures organized real estate's voice is heard in the halls of Congress.

For eligibility and a full list of contest rules, visit www.srar.com/diamonds



C.A.R. Members Get Special Treatment...

As a C.A.R. Member, you have access to these exclusive programs:

MEDICAL INSURANCE

Choose from PPO or HMO plans. Guaranteed coverage with no medical questions! Available to eligible members, their families, and W-2 employees.

DENTAL INSURANCE

Two PPO dental plans

VISION COVERAGE

No annual deductible; exams, lenses, and frames every 12 months

LIFE INSURANCE

Guaranteed Issue for new C.A.R. members*

LONG TERM CARE

Personalized Coverage

AUTO & HOMEOWNERS

Affordable rates for members

PET INSURANCE

Member Discounts Apply

REMINDER:
OPEN ENROLLMENT
FOR MEDICAL AND
VISION COVERAGE
Sign up April 1 – May 15
for a June 1, 2010
effective date.



**C.A.R.'s Only Endorsed
Life and Health Insurance
Agent Since 1996**

Don't miss YOUR opportunity to enroll!

Just joined C.A.R.? New members have special enrollment rights! You may enroll between the 60th and 120th day of membership or wait until Open Enrollment. Call us today to find out more!

Call us or visit our website for quotes and information:
800-939-8088, Ext.202 www.RealCare.biz

To be eligible, applicants must have been C.A.R. members for at least 60 days. Employees of C.A.R. members are eligible if they work at least 30 hours a week and have been employed by a C.A.R. member for at least 60 days. Initial Eligibility period is between the 60th and 120th day of membership in C.A.R.

*Life insurance is guaranteed for members who enroll within their initial eligibility period and who have not been hospitalized within the 90 days prior to making application.



CA License
#0B23546

REALTOR® RESOURCE CENTER

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EAST NORTH

Thursdays

Chairperson: Doc Holladay

Phone: (818) 705-7575

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

Time: 8:45am

COMM. INVEST. PROP.

3rd Tues of mo.

Chairperson: Brian Hatkoff, CCIM

Phone: (818) 701-7789

Web: www.c-rex.org

Time: 8:30 A.M.

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

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

APRIL 16 - Castaic - ECAS, HASC, HILC,
HSHL, LOAK, NCAS, NLAKE, PRKR, VVER

Newhall - DNEW, NEW1, NEW5, PLAC

Stevenson Ranch - SOSR, STEV

Valencia - VAL1, VALW, VSUM, VWES

Acton, Agua Dulce - AC, ADUL

Canyon Country - CAN 1, CAN2, CAN3, RBGL,
SAND

Newhall - NEW4

Saugus - BOUQ, CJRC, COPN, PLUM

Valencia - BCRO, CRSD, NBRG, NPRK, TSRO,
VALB, VALC, VALN, VLWC

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

Phone: Lou – (818) 703-7209

Email: lmowbray@pacbell.net

Phone: Larry – (818) 645-8224

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

Time: 8:30am – 10:00am

BUSINESS OPPORTUNITY

4th Tues of mo.

Chairperson(S): Harvey Osherenko

Phone: 522-7592

Location: SRAR – **Time: 9:00 A.M.**

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