

# REALTOR® REPORT

May 11 - May 24, 2010

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

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### Upcoming Events

**YREP Mixer - SCV**  
May 13

**Lunch & Learn - SFV**  
May 13

**YREP Mixer - SFV**  
May 20

**Avoiding Foreclosure**  
June 24

**REALTOR® Expo**  
June 24

[www.srar.com/calendar](http://www.srar.com/calendar)



# 2011 BOARD OF DIRECTOR APPLICATION NOW AVAILABLE

The Board Nominating Committee will be comprised of the following members:

**Ana Maria Colon, Chairman**  
**Mary Funk, Vice Chairman**  
**Winnie Davis**  
**Jim Ezell**  
**Bud Mauro**  
**Alice McCain**  
**Olga Moretti**  
**Todd Olson**  
**Gaye Rainey**  
**Irene Reinsdorf**  
**Steve White**  
**Pat "Ziggy" Zicarelli**

The purpose of this committee is to present the members with a slate of candidates duly qualified to serve on the Board of Directors for terms as set forth in the Bylaws.

Any member who wishes to be considered for a two year term as a SRAR Board of Director by the Board Nominating Committee must submit an **Application** and return it to the SRAR Board Nominating Committee, Donna Davis, 7232 Balboa Blvd., Van Nuys, CA 91406. An Application is available in this issue or on-line at [www.srar.com](http://www.srar.com). Please contact Donna at the Association office if you need further assistance @ [DonnaD@srar.com](mailto:DonnaD@srar.com) or (818) 947-2253. APPLICATIONS MUST BE RETURNED BY **MONDAY, JUNE 14, 2010**. Applications will

**NOT be accepted after the Nominating Committee has recommended the "Slate of Candidates".**

**Outlined below is criteria for qualification as a Director:**

SRAR Bylaws, Article X, Section 3 (g):

No person is eligible for Director who has not satisfied the following requirements prior to the date of nominations:

1) The individual must have been a member of the Association for at least three years immediately preceding the date of election.

2) The individual must have served a minimum of two years on a standing Association committee or committees and must have met the committee attendance requirements.

3) The individual must agree to attend any educational course or other training prescribed by the Board of Directors for all Directors. Acceptance of the office of Director will constitute the agreement by the individual. If any Director fails to satisfy these requirements after election, he or she shall not be eligible for further election to the Board of Directors until the requirements are met.

4) In the event of a merger, an individual's committee service with his/her former Association shall count toward the eligibility requirements.

## NO MANDATORY RETROFITS IN ENERGY AND SECURITY BILL

BROUGHT TO YOU BY THE CALIFORNIA ASSOCIATION OF REALTORS®

Misinformation has been spreading around the Internet regarding H.R. 2454, the "American Clean Energy and Security Act". C.A.R. would like to clarify. HR 2454 would impose the following:

-- No mandatory retrofit requirements! Retrofits are incentivized through financial programs but are not mandatory. Because these programs are subsidized with taxpayer money, should a homeowner choose to do a retrofit and take advantage of the taxpayer subsidized program, then they would have to do an inspection before and after the improvement to ensure the taxpayers are getting their money's worth. Again, this is optional and is not mandatory.

--The labeling program is only for NEW

properties. Existing properties will not have to have energy labels.

--The national building code requirement is weaker than what is already in California, and in fact the bill allows other states to adopt California's building code to be in compliance with the new national standard.

--The term "Cap & Trade" in fact has absolutely nothing to do with real estate and is in reference to the section of the bill that deals with industrial emissions.

--The bill was well over a 1,000 pages, but NAR and C.A.R. stayed focused on the real estate related provisions, a minor section of the bill, and were successful in ensuring their impact on real estate was not harmful to the industry.

Women's Council of  
**REALTORS®**

SAN FERNANDO VALLEY CHAPTER

### May Business Resource Meeting Luncheon

**May 17, 2010 at 11:30 am.**

The luncheon is being held at  
**B.J.'s Restaurant**  
Canoga Ave just south of Victory Blvd in Woodland Hills.

The Guest speakers  
**Scott Hansen**  
**Paul G. Wagnier**  
**of Wells Fargo**

Tips on how to protect and invest our money to grow our hard earned money.

Come join us for an informative lunch!  
**Cost: Members: \$20 Guest \$25.**

If you need any further information please contact **Helen Kerwin-Saltzman, Chapter President** at (818) 943-31776.

You can also go to the chapter website at [www.wcrsfv.org](http://www.wcrsfv.org) and click on upcoming events. See you there!



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**

**Main office:**  
7232 Balboa Blvd. • Van Nuys, CA 91406  
Tel: (818) 786-2110 • Fax: (818) 786-4541  
e-mail: [info@srar.com](mailto:info@srar.com)

# MEDIAN HOME PRICE RISES 16%

An exceptionally limited inventory restrained sales of existing single-family homes during March throughout the San Fernando Valley with multiple offers common on many of the 594 homes that closed escrow, the Southland Regional Association of REALTORS® said.

Compared to a year ago, single-family sales fell 7.2 percent, but were up 29.7 percent from the February 2010 tally.

REALTORS® also closed escrow on 211 condominium sales last month, up 1.9 percent from March 2009 and 11.1 percent ahead of this February's tally.

"Rising resale prices and multiple offers typically indicate a sellers' market," said Patti Petralia, president of the Southland Regional Association of REALTORS®. "While that rule doesn't totally fit this market, because the lender is the one making the decision in a foreclosure or short sale, it's

still a much better time for traditional sellers to list a home for sale.

"There are plenty of qualified buyers," Petralia said, "and simply not enough properties listed for sale to satisfy pent-up demand."

Petralia and Jim Link, the Association's chief executive officer, said that with fewer bank-owned properties coming on the market and traditional sellers still hesitant to list their properties, the selection of homes listed for sale is concentrated on properties being sold through a short sale, where a lender is willing to accept less than what is owed to avoid the typically higher expense of foreclosure.

"Some lenders are being more proactive in working with short pays," Petralia said, "but it remains unpredictable. Some lenders respond quickly, others take six months or longer to say yes or no."

"Along with the lack of inventory, the biggest problem REALTORS® have right now is that short sales are taking too long to close escrow," Link said. "Even traditional sales are taking longer as lenders are being more than cautious."

"You can't blame lenders for being a little gun shy," Link said, "but we're confident that sales would be much higher if lenders acted faster and if there were more homes listed for sale."

While new listings showed signs of improvement - which typically happens every Spring - the total active inventory remains low, tipping the scale in favor of sellers.

There were 3,091 active listings throughout the San Fernando Valley at the end of March, down 24.5 percent from a year ago. At the current pace of sales, the inventory represents a 3.8-month supply, compared to the 4.8-month supply of March 2009. A 5- to 6-month supply presents a balanced market.

The median price of the 594 single-family homes sold last month was \$400,000, up 15.6 percent from a year ago when it stood at \$345,900, and 6.7 percent higher than the median reported this February. The median rose to \$400,000 in two other months - July and December 2009 - and has been tracking higher since the record-low for this cycle of \$339,000 in February 2009.

The condominium median price of \$214,000 was up 7.0 percent from a year ago, but down 5.7 percent from February. The condo median price was as high as \$240,000 in December and appears to be moving higher, yet remains volatile.

Pending escrows, a measure of future resale activity, suggest that there will be limited resale activity over the coming months. There were 1,272 open escrows at the end of March, down 1.5 percent from a year ago.

With the impending expiration of the federal tax credits, which fueled resale activity in the closing months of 2009, REALTORS® wonder if the California tax credits will make up the difference and how long the state's tax credits will be available. Last year's program was so popular that it ran out of money eight months before it was set to expire, Link noted.

"The new State program is available to new and existing homes and, like last year's program, will be very popular, so I think the funds will disappear quickly," Petralia said. "The tax credit is worth trying to get if you can move quickly, but first-time buyers should not hinge a decision to buy a home weighted heavily on the availability of the tax credit."

## SANTA CLARITA VALLEY HOME SALES SURGE AS BUYERS RACE TO CATCH FEDERAL TAX CREDIT

With buyers clamoring for properties priced under \$400,000 and eager to capture federal tax credits, home sales in the Santa Clarita Valley increased 13.6 percent during March compared to the prior year, the median increased and the inventory continued to tighten, the Southland Regional Association of REALTORS® reported.

Two hundred existing single-family homes closed escrow during March, up 13.5 percent from the 176 sales of March 2009 and 42.9 percent higher than the 140 sales of this February. It was the highest monthly total in seven months and well above the low point of this cycle of 99 sales posted in January 2008.

REALTORS® also closed escrow on 91 condominiums throughout the Santa Clarita Valley. That was 59.6 percent higher than a year ago and 42.9 percent ahead of the 140 sales closed this February.

"I expected sales to be higher in March," said Andrew Walter, president of the Association's Santa Clarita Valley Division. "In December we had lost momentum because most buyers thought that the tax credit was going to expire at the end of November. It took 30 days to gain that momentum back."

"The federal tax credit program truly helped local home sales and its end will definitely have an impact on sales," Walter said. "We're hopeful that the new California \$10,000 tax credit will offset the loss of the federal program, but those funds likely will be used up just as quickly as they were with the 2009 state tax credit."

Walter and Jim Link, the Association's chief executive officer, agreed that virtually every active listing is being flooded with multiple offers, so long as it is priced correctly.

"The lack of inventory is impeding sales and fueling competition on most listings, pushing prices higher," Link said. "There would have been even more sales if the inventory was larger and if lenders could speed up the review process, especially when it comes to short sales."

Short sales, where a lender agrees to accept less than the outstanding loan to avoid the typically higher cost of foreclosure, continue to play a dominant role in the market. Some lenders are striving to make a decision faster while others take six months or longer to let buyers know if their offer has been accepted.

CONTINUED ON PAGE 4

# DON'T LET THOSE FLIERS GET AWAY FROM YOU

BY STEVEN SPILE, SRAR RISK MANAGEMENT COMMITTEE CHAIR

Fliers and advertisements are perhaps the most customary marketing devices used by REALTORS® in their efforts to attract interest in the properties they list. Unfortunately, as the old saying goes: "Anything you say can and will be used against you in a court of law." For this reason, considerable thought and care should go into the representations contained in all fliers, advertisements, and other marketing materials.

There are a number of representations, commonly included in marketing materials, which are particularly vulnerable to legal claims of false representations. The following is intended to identify some examples, along with means for mitigating your risks.

Marketing materials often include statements concerning square footage. It is important that disclaimers accompany any mention of square footage. These disclaimers should include: 1) the source of the information; 2) the fact that the amount stated is only an approximation which has not been verified by the REALTOR®; and 3) a warning to all potential buyers to have the square footage independently verified. In addition, the square footage specified should always be rounded down to at least the next lowest one hundred feet. This gives you a little cushion for error should an issue arise concerning square footage.

The choice of wording used in marketing materials is also critical. First, you should be careful when using brand names which in the public's mind have become generic. An example of this would be "jacuzzi." Many call all hot tubs "jacuzzis." In reality, "Jacuzzi" is a specific brand. If you advertise a hot tub as a "Jacuzzi" and it turns out to be another brand, you could be sued for a false representation.

Another example is the use of adjectives to describe some element of the property. It is dangerous to use absolute terms such as "best," "finest," "greatest," and "new." An unscrupulous attorney could make an argument that such a representation led the buyer to purchase the property under the belief that the item(s) were the "best" or "new." Rather than using absolutes like

"best," it is safer to use terms like "beautiful," "great," and "nice." These types of terms are subjective, and allow for the possibility that there may be something better. Similarly, since an argument can always be made that something is not "new" (i.e., it may be a day, a week or a month old), it is better to use words such as "newer," which allow for such distinctions.

Specifying a value for fixtures or other items at the property will create additional risks. There is no certainty as to the measure of value. Is the value based upon the purchase price? Is it based upon its resale price? Who provided the estimate? For these reasons, it is dangerous to include such statements as "sale includes a chandelier worth \$2,000."

With respect to all representations contained in the marketing materials, it prudent to take steps to independently verify all information. In addition, you should consider including a disclaimer similar to: "The information contained in this flyer is unverified. Potential buyers should take all steps necessary to satisfy themselves regarding the information contained herein." With this type of disclaimer, you will have at least shifted some of the burden to the buyers in the event a claim arises regarding one or more of the representations contained in the marketing material.

As a final consideration, you should always have your clients, the sellers, sign a copy of all marketing materials before they are disseminated. In this regard, have them write in their handwriting: "I have reviewed this document. I verify the information contained herein and approve the dissemination of this to the public." This will protect you on two levels. First, it will help to defeat any claim that your client may make regarding your marketing materials. Second, it will provide strong evidence that you acted in good faith in obtaining the information which you used to market the property.

By integrating the foregoing measures into your marketing efforts, you can successfully market your properties, without taking unnecessary risks in the process.

# SCV HOME SALES

CONTINUED FROM PAGE 3

"Many of the large lenders are only now developing and implementing programs so they can give an answer within 30 days and close escrow within a reasonable time," Link said. "When that happens, we should see the market improve further."

The median price of the 200 homes that closed escrow was unchanged from the \$400,000 median of in March 2009, but increased 2.4 percent over the median reported this February.

With activity concentrated in the lower price ranges combined with sporadic sales of higher-priced homes, the median has been bouncing between \$400,000 and \$420,000 since December of 2008. That was when the median came in at \$385,000, the lowest median for this economic cycle.

The median price of condominiums sold last month was \$240,000, up 20.3 percent from a year ago and down 4.0 percent from this February.

"Despite the competition, it's a great market for first-time buyers," Walter said. "Loans are available, although lenders are still cautious and making most buyers jump through numerous hoops to prove their credit worthiness."

The inventory of homes listed for sale continues to drop with only 887 active listings throughout the Santa Clarita Valley at the end of March. That was 25.8 percent below the inventory reported a year ago. At the current pace of sales, the inventory represents a 3.0-month supply, compared to the 5.1-month supply of March 2009. A 5- to 6-month supply is a balanced market.

Pending escrows, a measure of future resale activity, suggest that the market will grow more active in the coming months. There were 471 open escrows at the end of March. That was up 14.3 percent from a year ago.

## RISK MANAGEMENT TIPS

☞ Always verify information used in advertising and marketing materials.

☞ Avoid using absolutes like "best" and "new." Better to use words like "great" and "recently remodeled."

☞ Have clients review all marketing materials and sign that they have been reviewed and approved.

# SRAR GOOD SAMARITAN

The SRAR Good Samaritan program is designed to feature REALTORS® that have made a difference in their community through charitable and/or volunteer endeavors. Not only are the monthly recipients featured in the REALTOR® Report, but their name is also added to the Good Samaritan plaque, which is hanging in the front lobby of SRAR.

It's easy to nominate an SRAR Good Samaritan! Visit our website at [www.srar.com](http://www.srar.com) and click on the Events tab to download the nomination form. Submit completed nomination forms to Kit Young at [kathleeny@srar.com](mailto:kathleeny@srar.com).

## MEET PAMELA SILVER – SRAR'S GOOD SAMARITAN OF THE MONTH!

Pamela Silver became a member of SRAR in 1992. Over the years, Pamela has also volunteered her services with America's Youth – boys and girls ages 10 to 17 years old.

The program in which Pamela dedicates her time is the United States Naval Sea Cadet Corps (USNSCC), which is the Navy's youth development program. They work alongside Active Duty, Reservists and Veterans on military installations that teach the cadets the Navy's Core Values of Honor, Courage and Commitment. It's a hands-on program that allows officers and cadets to wear Navy uniforms with distinguishing patches of the USNSCC. All cadets must be U.S. citizens, smoke-free, drug-free and gang-free.

Locally, Pamela oversees the Betsy Ross Division (an all female unit) and the Bryce Canyon Division (a male unit), both of which drill out of the Army Reserve Center in Sherman Oaks. She additionally oversees the Langley Division, which drills out of the Malibu/Lost Hills Station in Calabasas, and the Ronald Reagan Division that drills out of the West Los Angeles Army Reserve Center. Pamela also holds the position of Regional Director of the Pacific Southwest Region 11-2 that consists of the following territories: San Fernando/Santa Clarita/Simi-Moorpark/Conejo Valley/Culver City/Pacific Palisades & Malibu/West Los Angeles.

Since 2005, Pamela has served as an associate member of Marine Corps Detachment 597 out of Ventura County, and in 2009, was awarded the Associate Member of the Year award. In 2007, she joined the

# BUY YOUR DIAMOND DRAWING TICKETS NOW

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 drawings to win one of three diamond bracelets (collectively valued at over \$10,000), 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. Winners DO NOT have to be present to win. And you can win more than once. The more tickets you buy, the more chances you have to win at least one diamond bracelet, but you could potentially win all three. So buy your tickets NOW!

To purchase advance tickets online, visit [www.srar.com/diamonds](http://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](http://www.srar.com/diamonds). You may also contact Joey Lewis, Director, Member & Community Relations at [joeyl@srar.com](mailto:joeyl@srar.com) or by phone at 818-947-2256.

Greater Los Angeles Women's Council of the U.S. Navy League; and in 2010, the Los Angeles Women's Council – "The Navy Belles" Scholarship Committee.

Pamela has been recognized for her work with many awards throughout the years, including a Unit Commendation in 2001; Meritorious Recognition 2003-05 and '09; Commendation Ribbon 2005; Distinguished Service Ribbon 2006-09; and was awarded a 10-Year Ribbon in 2009.

Along with the countless hours Pamela spends enriching the lives of our youth, she has also been a very active member on several of the SRAR committees. Since 2009, she has served on the Housing Committee and is their Partners in Conservation subcommittee co-chair. She is also serving on the Education Committee and participates as their CAR & NAR Designation subcommittee chairperson.

We are proud to have Pamela Silver nominated as an SRAR Good Samaritan. We wish her all the best in her future work. Pamela can be reached at Realty Executives by calling 818-822-7883 or by email at [pamelasilver2@aol.com](mailto:pamelasilver2@aol.com).

## Good Samaritan



Do you know a **REALTOR** who **works tirelessly** in his/her **community**, **volunteering** their time to **helping others** and **contributing** to charity? **Tell us about them!**



[www.srar.com](http://www.srar.com)

## BOARD OF DIRECTORS APPLICATION

Please **TYPE** in 150 words or less your **2006-2010** committee service to the Association, C.A.R. and N.A.R., real estate related community service, educational background and why you want to be a Director. This information, excluding company information, will be published as your "Candidate Biography" and as an insert with the official election ballot.

**Outlined below is criteria for qualification as a Director:**

SRAR Bylaws, Article X, Section 3 (g):

No person is eligible for Director who has not satisfied the following requirements prior to the date of nominations:

- 1) The individual must have been a member of the Association for at least three years immediately preceding the date of election.
- 2) The individual must have served a minimum of two years on a standing Association committee or committees and must have met the committee attendance requirements.
- 3) The individual must agree to attend any educational course or other training prescribed by the Board of Directors for all Directors. Acceptance of the office of Director will constitute the agreement by the individual. If any Director fails to satisfy these requirements after election, he or she shall not be eligible for further election to the Board of Directors until the requirements are met.
- 4) In the event of a merger, an individual's committee service with his/her former Association shall count toward the eligibility requirements.

All candidates **MUST** complete this form and submit it to the Board Nominating Committee, attention: Donna Davis, with a **RECENT** photo by **JUNE 14, 2010**.

NAME: \_\_\_\_\_  
CO. NAME: \_\_\_\_\_  
STREET ADDRESS: \_\_\_\_\_  
CITY, ZIP CODE: \_\_\_\_\_  
PHONE: (\_\_\_\_) \_\_\_\_\_ FAX: (\_\_\_\_) \_\_\_\_\_  
E-Mail: \_\_\_\_\_  
YEAR JOINED ASSOCIATION: \_\_\_\_\_

**You may TYPE a summary of your service without referring to specific dates.**

[illegible]

**WORD TOTAL** \_\_\_\_\_

# 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

Nowroozzadeh, Maryam  
Metropolitan Properties, Inc.  
15720 Ventura Blvd., #415  
Encino, CA. 91436

Olivas, Armando  
Navistar Real Estate  
8301 Florence Ave., Ste. 203A  
Downey, CA. 90240

Salimi, Mohammad Ali  
Mohammad Ali Salimi  
6150 Canoga Ave. #328  
Woodland Hills, CA. 91367

Salvador, Alex T.  
Star Realty Services  
21000 Devonshire St., Ste. 201  
Chatsworth, CA. 91311

Straw, Kenneth Joe  
Realty Benefit  
22691 Lambert St., Ste. 502  
Lake Forest, CA. 92630

### SECOND POSTING

Bradshaw, Lauren B.  
Meridian Capital Real Estate  
7365 Carnelian St. Suite 222D  
Rancho Cucamonga, CA. 91730

Briones, Christian  
Christian Briones  
100 N. Brand Blvd. #604  
Glendale, CA. 91203

Forry, Craig  
Craig B. Forry  
11150 Sepulveda Blvd. #200  
Mission Hills, CA. 91345

Frid, Maxim  
Fidelity International Realty, Inc.  
8159 Santa Monica Blvd. #200  
West Hollywood, CA. 90046

Gambaryan, Steven  
Allied Home Group  
6345 Balboa Blvd. #145  
Encino, CA. 91316

Kuchukian, Anahit Anna  
Reliant Equity Group, Inc.  
441 N. Varney St. #101  
Burbank, CA. 91502

Mercado, Jesus S.  
JSM Mandalay Realty & Mortgage  
11150 Glenoaks Blvd. Suite 323  
Pacoima, CA. 91331

Nelson, Richard  
Nelson Shelton & Associates  
355 N. Canon Dr.  
Beverly Hills, CA. 90210

Sanders, James Edward  
Re/Max Palos Verdes/Execs  
63 Malaga Cove Plaza  
Palos Verdes Est., CA. 90274

Shaw, Phillip Roger  
Phillip Shaw, Broker  
1875 Ogden Dr. #6  
Burlingame, CA. 94010

## REALTOR® APPLICANTS

Abas, David A. / Keller Williams Encino — Sherman Oaks / Encino  
Ayoub, Alan / Exclusive Realty and Mortgage / Newhall  
Chaffee, Michelle Helene / Re/Max Lifestyles / West Hills  
Dixon, Ellen Arminio / Prudential California Realty / Calabasas  
East, Kurtis Amos / Alpine Village Realty / Pine Mountain Club  
Evans, Lisa Renee / Keller Williams / Studio City  
Farooqi, Walid / Gold Star Realty / Encino  
Fernandez, Haydee / Selective Realty and Investments / Sylmar  
Fried, Stuart C. / Tandem Mortgage, Inc. / Northridge  
Gale, John / Legacy Real Estate Group / Valencia  
Gittler, Lori Pendergast / Jean Garner Realty / Woodland Hills  
Hasty, Kathryn L. / Century 21 Coast to Coast / Sherman Oaks  
Katunich, Alex / Rodeo Realty / Calabasas  
Kim, Kevin Sejoon / Coldwell Banker / Studio City  
Lloyd, Alan / Zip Realty, Inc. / Emeryville  
Manual, Iris Faith / Infinite Visions Realty, Inc. / Glendale  
Madonna, Michelle / Realty Executives / Valencia  
Metelitz, Jeff / Zip Realty, Inc. / Emeryville

Montoya, Fannie Maria / Team 4 Homes Realty / Mission Hills  
Mortimer, Kristen Noel / Prudential Calif. Realty / Valencia  
Moskowitz, Ram Menachem / Yair Harpaz / Woodland Hills  
Newman, Alicia / Ross Realty / Northridge  
Olvera, Patricia / JP Realty & Assoc. / Granada Hills  
Petreikis, Saulius / Great Home Realty Financing / Sherman Oaks  
Saridin, Eman / Keller Williams VIP Properties / Valencia  
Selsor, Nicole M. / Realty Executives Valley Properties / Chatsworth  
Shaw, Edward Albert / Lenny Coltun Realty / Sherman Oaks  
Terracciano, Fabian Louis / Re/Max All Pro / Lancaster  
Toledo, Rolando M. / Home Sweet Home Realty Services / San Fernando  
Torosyan, Melkon / Keller Williams Realty Exclusive Properties / Simi Valley  
Vaysman, Larisa / Dilbeck Realtors / Studio City  
Walter, Tracy / Rodeo Realty, Inc. / Studio City  
Wigan, Jonathan S. / Rodeo Realty / Sherman Oaks  
Wilder, Jennifer Leah / Re/Max of Valencia / Santa Clarita  
Yang, Young Jin / Keller Williams Encino-Sherman Oaks / Encino  
Yumul, Rene S. / Ryse Valley Real Estate & Mortgage Services / Northridge

THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS  
SANTA CLARITA VALLEY DIVISION  
AND  
THE AMERICAN GOLF FOUNDATION

# THE 24th ANNUAL GOLF TOURNAMENT

To Benefit

## THE SANTA CLARITA VALLEY FOOD PANTRY

MONDAY, JUNE 21, 2010

CHECK IN AT 7 A.M. SHARP

### VISTA VALENCIA GOLF COURSE

#### Fee includes

Breakfast (COURTESY OF AUGUSTA FINANCIAL),

Green Fees, Carts, Lunch, Contests, Prizes

Bring extra cash for mulligans, raffle tickets, cheat tape (yes, cheat tape)

**BRING 2 CANS OF FOOD AND RECEIVE FREE RAFFLE TICKET**

SCRAMBLE FORMAT (you play your ball from the best shot of the team)

Beginners to top level can enjoy this great day of golf!

We will team you up with people if you don't have a foursome!

FOR MORE INFORMATION CONTACT

**ANDREW WALTER 661-210-6492 OR DAWN ZIRBEL 661-816-1218**

---

#### ENTRY FORM

Please Fax Your Entry Asap As Space Is Limited

Payments Must Be Received No Later Than June 10, 2010 To Secure Your Spot

**\$100 PER PLAYER**

1. \_\_\_\_\_ 2. \_\_\_\_\_  
3. \_\_\_\_\_ 4. \_\_\_\_\_

Checks can be made payable to **SRAR SCV Division** or pay by credit card on sponsorship form attached.

Checks can be sent to SRAR along with your Entry Form  
or you may fax your Entry Form (661) 299-2940



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

20655 Soledad Canyon Road, Unit 34, Canyon Country, CA 91351  
Phone: 661-299-2930 Fax: 661-299-2940

## **SANTA CLARITA DIVISION** **GOLF TOURNAMENT 2010**

### **Golf Tournament Sponsorship/Payment Form**

Lunch Sponsorship Available call for details

Hole sponsor with Tee Sign \$200 (first come first serve basis)

Golf per player \$100 (\$400 per foursome)

Lunch only, no golf \$25 per person

Sponsorship Total \$ \_\_\_\_\_

Number of Player for golf \_\_\_\_\_

Name of players are you paying for \_\_\_\_\_

Number of lunch only tickets \_\_\_\_\_

Grand total charged to credit card \$ \_\_\_\_\_

Print name as it appears on credit card \_\_\_\_\_

Credit card Number \_\_\_\_\_

Circle one: MC VISA DISCOVER AMERICAN EXPRESS

Exp. Date: Month \_\_\_\_\_ Year \_\_\_\_\_

I authorize SRAR to charge the above grand total to the above credit card immediately upon receipt of this form.

Authorized signature \_\_\_\_\_

E-mail address \_\_\_\_\_

**SRAR Fax: 661-299-2940**  
**Information: Andrew Walter 661-210-6492**

# REALTOR<sup>®</sup> EXPO 2010

*"Think Global  
Act Local"*

- 🏠 Learn about all the latest products available to the Real Estate Professional!
- 🏠 Enter the various raffles for amazing prizes!
- 🏠 Learn about the latest Real Estate Technology directly from a pro!
- 🏠 Discover new cultures and customs from our Diversity Panel!
- 🏠 Learn what you need to know about Short Sales & REO Properties!

**Thursday, June 24, 2010**  
**9:00 a.m - 2:30 p.m.**

**Marriott Warner Center**  
**21850 Oxnard Street**  
**Woodland Hills 91367**

For more information or to reserve  
a booth, contact Kit Young at  
818-947-2236 or via email at  
[kathleeny@srar.com](mailto:kathleeny@srar.com)



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS<sup>®</sup>, INC.

visit us online at  
[www.srar.com](http://www.srar.com)

# Save The Date

Monday  
August 23, 2010

More  
information  
to come...

## *Charity Golf Classic*

A premier event  
to benefit the SRAR  
Charitable Foundation &  
Public Safety Responders

WR  
WOOD  
RANCH  
GOLF CLUB

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HARDWOOD FLOOR, KITCHEN CABINETS, FINE FURNITURE REFINISHING. INSTALLATION & REPAIR.  
BILL .....(818) 481-4651  
Exp. #11

A/C & HEAT INSPECTIONS  
REPAIR & INSTALLATION  
818-599-6756.....LIC. #802169  
eXP. #17

GAMBINO ELECTRIC  
Corrections Troubleshooting  
Lic. 315797 Cell (818) 468-8456 (818) 718-1922  
Exp. #7 (2010)

JA CONSTRUCTION, REMODELING. Legalize existing additions, plans, permits. Lic. #910381  
Call Jeanette & Al.....(818) 324-4945  
Exp. #12

## FINANCIAL SERVICES

**Private Money Loans** for all types of property.  
Commercial, Industrial, Rehab/Fixers, Residential.  
•• Fast Funding ••

**Competitive Terms/Conditions.**  
Call David at Gasbarro Investments, Inc  
818-223-0190 • License #01151838 • R.E. Broker  
Exp. #11

**PRIVATE FUNDS AVAILABLE** for 1st and 2nd TDs, REO rehabs, refis and purchase money. \$20,000 to \$250,000. Good rates. We also purchase existing TDs. CFL License #603 9044. Send details to PrimarioFin@aol.com  
Exp. #12

## FOR RENT

1-BR Sleeps 4. Monterrey Peninsula. Pine Acres Lodge. A pacific grove near Carmel. 17 mile drive. Dec. 12-19 \$1000. Call Tom.....(818) 298-6035  
Exp. #13

## MAINTENANCE & REPAIRS

**VACANT HOME CLEANING SPECIALIST**  
APPLE CLEANING/PAINT. FORECLOSURES, HAULING.  
(661)298-2084JOHN/JUNECARPETSHAMPOO(818)993-5102  
Exp. #12

GARY SCHIFF PLUMBING  
Owner operated, Fast Reliable and Inexpensive. Plumbing repair, water heaters, garbage disposals, toilets, faucets and more. License #683205  
.....(818) 700-1079.....  
Exp. #14

## PROFESSIONAL SERVICES

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QUICK ON TIME SERVICE FOR REOS & EVICTIONS.  
CONVENIENT BILLING.  
.....(818) 363-8010.....  
Exp. #10

ROOFING Inspection withih 24 hrs. 1-818-772-7500  
ROOFING OCTAGON ROOFING CO. Fast serv.  
ROOFING Certification-all types repaired & installed  
ROOFING Insured & CA Lic. #767713  
ROOFING with over 20 years experience.  
Exp. #18

**PERMIT PLAN PERMIT PLAN**  
LEGALIZE ROOM ADDITION. BUILDING CODE  
VIOIATION ALEX .....(818) 497-3799  
eXP. #13

## LEGAL

### THE LAW FIRM OF KATZ & BLOCK DENNIS P. BLOCK & ASSOCIATES The Number One Law Firm Specializing in TENANT EVICTIONS UNLAWFUL DETAINER



ENCINO  
(818) 986-3147



- Guaranteed rapids filings
- No office visit required
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- More experience than any other law firm
- Lockout Management service available

**FULL COLLECTION SERVICES  
FREE FORMS AND  
TELEPHONE CONSULTATIONS**

**Open Monday through Saturday**

Call after hours for our informational hotline  
including free forms

**OTHER AREA OFFICES:**  
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**323-938-2868 818-432-1980**

**TOLL FREE  
800-77EVICT**

[www.evict123.com](http://www.evict123.com)

## REAL ESTATE

\$39 per month  
**100%  
COMMISSION**



**GOLD STAR REALTY**

**We Offer:**

Full Time Experienced Broker  
Equipped Offices & Conference Rooms  
Most Southland MLS Services  
Friendly and Helpful staff

**(818) 757-4567**

**20 YEARS IN BUSINESS**

17815 Ventura Blvd., Suite 205, Encino

## SIGNS

**ARTO SIGN CO.**  
DIGITAL & SILK SCREEN PRINTING  
[www.ArtoSign.com](http://www.ArtoSign.com)

**Customized, Personalized RE Signs**  
For Sale Sign Panel Size 36"/30"x24" Open House panel Size 24"x18"  
Material: 0.093" Styrene, 10mm Coroplast, 1/4" MDF Hardboard-more...



**Go Color**  
Extra Low Pricing  
Yard Sign ea. \$ 39.95  
**Full Color, Digital Printing**



**BANNERS, CANVAS, CAR MAGNETS, RIDERS, FLAGS,  
METAL A-FRAME, BROCHURE BOX, FRAMES, POSTER**  
**TEL: 818-500-9111 800.644.9994**  
5838 SAN FERNANDO RD. #C, GLENDALE CA 91202 [www.SunnyYi.com](http://www.SunnyYi.com)

# REALTOR® RESOURCE CENTER

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### GENERAL REALTY GROUP, INC.

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14 Years in  
Business**

## 100%

Commission

**EARN MORE KEEP MORE**

### Only \$69/Month

- Residential
- Commercial
- Investments
- Mortgages
- Business Ops
- Industrial

*Also Ask About ...*

- ☒ New Annual Plan
- ☒ Branch Licensing

For a Confidential Interview...  
**contact Dean Dana - Broker**  
 office: 818-778-1112 ext. 49  
 e-mail: dean@generalrealty.com

[www.generalrealty.com](http://www.generalrealty.com)

each office is independently owned and operated

## PROFESSIONAL SERVICES

**RETROFITTING & HOME INSPECTION & R.E.O. REHAB**  
 CROWN CONSTRUCTION G.C.  
 Bonded, Insured, Lic. B850720. Painting, plumbing,  
 carpentry, electric, trash out. Free est.  
**Cell 818-635-9910 - Off. 818-981-6437**  
 email: akouc3@yahoo.com Exp. #15

LICENSED LAND SURVEYOR  
 LOT LINES, CERT OF COMPLIANCE,  
 LOT LINE ADJUSTMENT  
 DAN MAY.....661-297-2667 Exp. #26

MOLD INSPECTION  
 ESCROW MOLD SCREENING / INVESTIGATIONS  
 Professional Property Inspections. LLC / Environmental  
 Services. Certified Environmental Professionals. CIEC,  
 CIE, CMRS, CMR, CRMA, WRT.....(818) 707-7725 Exp. #13 (2010)

### ADVERTISERS: DON'T BE LEFT OUT!

It's Your Responsibility As An Advertiser  
 To Keep Track Of Your Ad's Expiration  
 Date.

Send In Your Renewal One Week Prior  
 To Expiration To Guarantee Continued  
 Exposure And Results From Your  
 Realtor® Report Classified Ads

## TERMITE INSPECTION

### Termite & Retrofitting

#### Termite Inspection

- Fast report (fax or e-mail)
- Bill to escrow
- Free inspection if competitive bid
- All works fully guaranteed
- We will beat or meet other bid

#### Retrofitting Inspection

- Gas shut-off valve
- Water conservation
  - Ultra low flow toilet
  - Shower head
  - Certificate of compliance
- Smoke detector
- Window safety glazing




**Call: (818) 886-7378  
(310) 328-7378**

**Get two inspections for one call**

## CONSTRUCTION



### STYL'N CONSTRUCTION, INC.

**R.E.O. / Foreclosures**  
 Email: Styl'n@earthlink.net

**Hey Brokers - We Do It All!**

- Trash-Outs
- Initial Yard Clean-Up
- Initial Cleaning
- Emergency Preservation
- Pool Clean-Ups
- Monthly Services

- Lead Bids
- Retrofitting Bids
- FHA - HUD Lender Requirements
- Interior Paint
- Carpet - Vinyl - tile
- Exterior Paint


**No One Has Our Experience Or Billing Terms!**

STYL'N CONSTRUCTION INC.  
 9939 Canoga Avenue Unit "J"  
 Chatsworth, CA 91311  
[www.broker-solutions.com](http://www.broker-solutions.com)


**Office: (818) 407-1327      Fax: (818) 407-1462**

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California General  
 Building Contractors  
 Lic. No. 305021



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**(818) 880-9195  
(310) 478-8039**

20929 Ventura Blvd. Suite 47-148  
 Woodland Hills, CA. 91364

[HomeInspectJerry@aol.com](mailto:HomeInspectJerry@aol.com)  
[www.PropertyInspector.CityMax.com](http://www.PropertyInspector.CityMax.com)

# REALTOR® RESOURCE CENTER

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## REAL ESTATE

### Meet Rodney and Nelly Gonzalez...

#### Another Park Regency Success



Rodney & Nelly Gonzalez

Park Regency Realty provided Rodney and Nelly Gonzalez the opportunity to learn the real estate business as newcomers. Now, several years later, they've gleaned enough to become the company's #1 sales team for 2010, having already closed \$2.5 million in the first quarter. Last year the husband-wife team was Park Regency's third leading producer, with \$10 million in sales. Their rapid accomplishments in real estate have opened a lot of eyes, theirs included. "Park Regency's philosophy of developing good, well-rounded individuals, not just salespeople, has taught us a lot about life," says Rodney. "We've learned to look at the bigger picture, and it's made us happier as well as more successful. With a positive attitude and persistence, there's no limit to what you can achieve." Insight, focus and inspiration – at Park Regency, it's more than a pep talk. It's a winning outlook.



818-363-6116

[www.ParkRegency.com](http://www.ParkRegency.com)

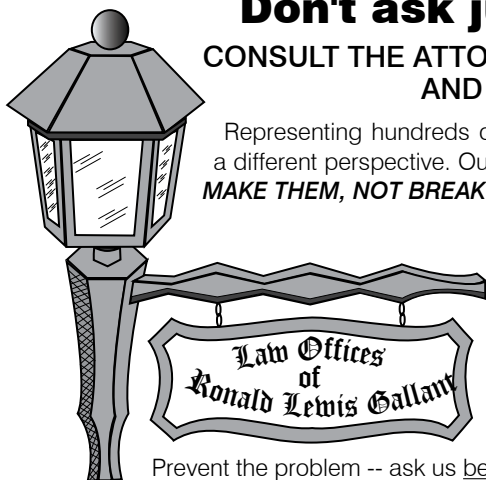
19146 Balboa Blvd. Granada Hills, CA 91344

## LEGAL

### Legal Problems? Don't ask just an attorney

CONSULT THE ATTORNEY CHOSEN BY BROKERS  
AND THEIR AGENTS

Representing hundreds of REALTORS® and associates gives us a different perspective. Our goal is to **KEEP DEALS TOGETHER -- MAKE THEM, NOT BREAK THEM**, and keep you out of trouble.



Prevent the problem -- ask us before you or your client act.

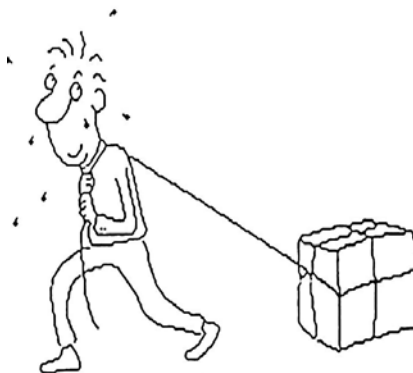
- Former Assistant United States Attorney and Professor of Law
- Master of Law Degree
- MASTER CARD/VISA ACCEPTED
- Review of Real Estate Documents
- Negotiations
- Business and Tax Advice
- Real Estate Litigation
- Free consultations for SRAR members and their clients.
- 24 Hour Advice.
- Reduced fees for SRAR members.
- Free seminars for SRAR Offices.
- Dept. of Real Estate and SRAR Disciplinary Matters
- CC&R AND HOA Issues
- Corporations
- LLC and Partnership



15760 VENTURA BLVD. • SUITE 700 • ENCINO • (818) 501-0780

## HOTEL

### TOO MANY DECISIONS???



Recommend us to your clients for  
relocating or short/ long term stays

### ST. GEORGE MOTOR INN

19454 Ventura Blvd.  
Tarzana, CA 91356

818.345.6911

800.845.8919

- Guest Laundry Room
- Daily / Extended Stay Rates
- Suites & Jr. Suites w/ Full Kitchens
- Standards w/ Microwaves & Fridge
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- Free coffee & donuts
- Free Wireless Internet
- Free Cable TV

Chamber of Commerce Discounts

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### THINKING ABOUT GETTING A BROKER LICENSE??



Be fully qualified in just  
weeks!

FREE Counseling  
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FREE with this ad –



**(818) 715-0088**

(Need to renew a license – Call us today)

Affiliate member SRAR since 1978

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### ADVERTISE IN THE REALTOR® REPORT

Make your ad  
**POP!**  
With Color!

\*Place a display ad and see your  
Company advertised on our website!

visit the "print shop" link for more information at:

[www.srar.com](http://www.srar.com)

or call

**(818) 947-2244**

\*Ads on srar.com may vary from display ad in content and form. Web ads are designed by the SRAR Graphics Department. Southland Regional does not constitute endorsement of the products or services advertised in our publication, REALTOR REPORT, or on www.srar.com.

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Foreclosure Processing  
For Five Western States  
AR, CA, NV, OR, & WA

**(800) 616-SELL**

7 3 5 5

**(818) 878-0254**

[www.foreclosureexpress.com](http://www.foreclosureexpress.com)  
[mirzaian@earthlink.net](mailto:mirzaian@earthlink.net)

- Lowest Fees Guaranteed
- Free Initial Consultation
- No Fees to Start
- Overnight Recording
- Assessment Liens
- Reconveyances
- Forbearances

*Loan Servicing at it's Best*

## TERMITE INSPECTION & FUMIGATION

### NORDHAGEN AND DAUGHTERS

EXTERMINATING  
COMPANY INC.

TERMITE INSPECTIONS & FUMIGATIONS

SRAR 2002 " AFFILIATE OF THE YEAR"

YOU'VE TRIED THE REST...

YOU DEMAND THE BEST...

PUT US TO THE TEST !!!

- ◆ We do our OWN fumigations (No Sub-Contractor)
- ◆ Salaried inspectors (NO COMMISSIONS)
- ◆ FREE inspection if competitive bid
- ◆ Computer generated, emailed reports
- ◆ Recommended repairs performed by our company
- ◆ Licensed, insured and bonded

800-933-7378      800-649-1922 FAX  
818-886-3454      661-255-1902 FAX  
661-254-2133

Affiliate member SRAR  
Affiliate member REOMAC  
Member PCOC (Pest Control Operators of California)  
CA Reg. #PR 2861

## REAL ESTATE

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Confidential Interview

Call For a

Concept To A New Level!

Taking the 100%

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Estate Properties, Inc.

**Exclusive**



Are you ready to keep  
more of your commission?

## HOME WARRANTY

*People Helping People*



**HOME  
WARRANTY  
COVERAGE  
YOU CAN**

*Rely on!*

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SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

**7232 Balboa Blvd.  
Van Nuys CA 91406**

PRESORTED  
STANDARD  
U.S. POSTAGE  
**PAID**  
VAN NUYS, CA  
PERMIT NO. 1088

**Regular mail not fast enough?**  
**Read REALTOR® Report on-line at [www.srar.com](http://www.srar.com)**

## 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

### **COMM. INVEST. PROP.**      **3<sup>rd</sup> 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

### **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

### **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

### **BUSINESS OPPORTUNITY**      **4<sup>th</sup> Tues of mo.**

**Chairperson(S):** Harvey Osherenko  
**Phone:** 522-7592  
**Location:** SRAR – **Time: 9:00 A.M.**  
IRC 1031 Tax Deferred Exchanges  
And Business Opportunities  
If You Can Not Sell It Exchange It!!!  
Exchange What You Do Not Want For  
What You Want.  
Special Work Shop: You Inc.

### **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  
**MAY 27 – Castaic** - ECAS, HASC, HILC, HSHL,  
LOAK, NCAS, NLAKE, PRKR, VVER  
**Newhall** - DNEW, NEW1, NEW5, PLAC  
**Stevenson Ranch** - SOSR, STEV  
**Valencia** - VAL1, VALW, VSUM, VWES  
**JUNE 4 – 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