

January/February 2023

# REALTOR® REPORT

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

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Volume 103 • Issue 1

# SRAR Selects Chief Executive

The 11,000-member Southland Regional Association of Realtors recently selected a seasoned professional in real estate nonprofit association management to fill its top staff leadership position.

Paul Cauchi, 50, was recruited from the nation's largest local Realtor organization, the Miami Association of Realtors at 55,000 members, where he was the chief of the commercial division. Cauchi organized a 600 percent increase in commercial membership, spearheaded major advocacy issues, and was a legislative key contact.

He taught, organized, and facilitated more than 35 classes, seminars and events every year, growing attendance at Miami's networking meetings by 500 percent.

Cauchi said his commitment to SRAR members is to provide resources that will help Realtors save time, improve their professionalism, and boost their value to clients. An early emphasis of the new CEO is to redesign SRAR's website. He has two national designations: AHWD, At Home With Diversity; and e-Pro, an Internet professional certification program approved by the National Association of Realtors for its members.

Prior to leading Miami's commercial Realtors, Cauchi was the marketing manager and commercial vice president at the North San Diego Association of Realtors in Vista, CA.

He was graduated from Indiana University with a BA in English. He and his wife, Magdalena, have two children, Karolina and Jacob. His interests include art, music and a love of nature.



## CALHFA PAUSES ADU GRANT PROGRAM

CalHFA paused the CalHFA Accessory Dwelling Unit Grant Program on Dec. 9 expecting all funds allocated for the program would be exhausted.

Funding for the grants was subject to availability. CalHFA urged consumer to sign up for its Enews to receive future updates for this program.

The \$100 million allocated for the ADU Grant program was expected to help 2,500 homeowners add an accessory dwelling unit to their primary residence.

This program added additional affordable housing units in California, created income opportunities for homeowners, and worked in conjunction with the lending community to provide additional financing types, expanded underwriting guidelines and escrow management services.

The funding source for the ADU Grant Program was completely separate from other CalHFA programs, which were not affected by this bulletin. For questions about this bulletin, contact CalHFA Single Family Lending Division by phone 916.326.8033 or by email at [SFLending@calhfa.ca.gov](mailto:SFLending@calhfa.ca.gov).

Or visit CalHFA's website at: [www.calhfa.ca.gov](http://www.calhfa.ca.gov) or Single Family Lending directly at [www.calhfa.ca.gov/homeownership](http://www.calhfa.ca.gov/homeownership).

**NATIONAL ASSOCIATION of REALTORS®**

Ask for a form of identification when meeting potential clients. This will allow you to verify identity and possibly ward off any bad threats.

**REALTOR SAFETY PROGRAM**

For more safety tips from NAR, visit [NAR.realtor/safety](http://NAR.realtor/safety)

## ADVERTISEMENT

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

## REALTOR® REPORT

*The Official Publication of SRAR*

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## Member Engagement

# MAKING ROOM FOR NEW LEADERS, FRESH IDEAS

BY RICH PISANI, PRESIDENT, AND DAVID WALKER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

As the reins of leadership changed hands with the New Year, bridging gaps between its 11,000 members and leadership, expanding member engagement programs, and improving the website ranked high on the list of priorities at the Southland Regional Association of Realtors.

"My number one priority for 2023 will be expanding and improving member engagement programs," said Rich Pisani, the Association's 2023 president.

"We have to reach our members in different ways and do it better," he said.

Pisani offered insight into what lies ahead for one of California and the nation's largest local Realtor associations in a recent first ever FaceBook Live session moderated by Realtor Bryan Almeida with participation from Jeff Phillips, SRAR's 2022 president, and Paul Cauchi, the Association's chief executive officer. (The full session is available for viewing on SRAR's FaceBook page.)

"Very early in my career, I had a manager who urged me to volunteer at the Association," Pisani said. "Technology interested me and I got involved. I joined other committees and from there it was a natural progression."

As a result of volunteering, he said, "It made me a better, smarter Realtor. It also helped me build relationships with affiliates. ... You get to grow, you get to learn. ... I gained more out of volunteering than I ever gave."

Beyond encouraging members to get involved, Pisani said he looks forward to seeing improvements in the Association's website.

"It needs to be easier to navigate," he said, "so members can find what they're looking for, what they need." There also will be an emphasis on greater inclusion and opportunities for members at all levels of the nonprofit professional association. "We're definitely shifting cultures at the Association," said Jeff Phillips, the 2022 president of SRAR. "We're making more places at the table because we need fresh ideas, new thoughts. We needed a hard shift."

Phillips said any space between membership and leadership must be addressed and closed.

Leadership, he said, is a "group of Realtor members, just like all of our members. We're not a country club. ... How do we make sure

we identify and mentor new leadership into the board of directors?"

Phillips explained that in the quest to include more members in leadership the Association decided to reduce its Board of Directors from 22 members to 15 members. That may sound counter intuitive, yet Phillips said the smaller board offers a distinct advantage.

"It makes us more nimble," he said.

A change that opened seats to new leaders was the decision to reduce the number of Association past presidents on the Board of Directors.

"That legacy, that seasoning is always good to have," he said, "but reducing seats held by past presidents made more opportunities for new leadership."

Phillips and Pisani also agreed that improving the Association's leadership academy offers an opportunity to be more inviting to new members while better preparing the leaders of tomorrow.

"It's really important for us to look for new leaders," Pisani said. "We have to improve the leadership program we have in place now ... and make it more inviting."

Cauchi, who recently joined SRAR as its top staff executive, said he's intent on finding out what members need and want.

That process will come together on March 15 at Porter Ranch with an economic outlook and broker town hall meeting featuring Bob Goldberg, the CEO of the National Association of Realtors, and a collection of state and local leaders.

Cauchi said the Association also will refine and expand its education programs, products, and services. "I always want to hear from members," he said. "What do you need? ... My goal is to help members be more professional, more profitable, save them time, and keep them out of trouble."

## HELP C.A.R. MAKE A DIFFERENCE IN CA

C.A.R.'s Housing Affordability Fund (HAF), in partnership with Neighborhood Partnership Housing Services (NPHS), Richmond Neighborhood Housing Services (RNHS) and Neighborhood Housing Services of LA County (NHSLA), have joined efforts to close homeownership gaps that impact the state's "underserved communities" with the C.A.R. HAF Closing Cost Assistance Grant Program, which offers up to \$10,000 in closing costs.

"Homeownership is a key element to building generational wealth and economic security for working families while stabilizing communities across our state. We're pleased to partner with these nonprofit organizations to help create true housing equity for all Californians, so they have an opportunity to realize the economic and societal benefits that homeownership provides."



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C.A.R. PRESIDENT

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### WHO IS ELIGIBLE TO RECEIVE GRANT ASSISTANCE:

PURCHASED PROPERTY MUST BE A SINGLE-FAMILY RESIDENCE WITHOUT AFFORDABLE HOUSING DEED RESTRICTIONS

RECIPIENT MUST BE A FIRST-TIME HOMEBUYER FROM AN "UNDERSERVED COMMUNITY"

RECIPIENT'S INCOME MUST BE NO MORE THAN 120% OF THE AREA MEDIAN INCOME ("AMI")

RECIPIENT MUST BE REPRESENTED BY A CA REALTOR® IN THE TRANSACTION

THROUGH OUR PARTNERS, THE FIRST GRANTS ARE AVAILABLE IN THE FOLLOWING COUNTIES (ADDITIONAL AREAS WILL BE ANNOUNCED IN THE NEAR FUTURE):

- INLAND EMPIRE (RIVERSIDE & SAN BERNARDINO)
- BAY AREA (ALAMEDA, CONTRA COSTA, SONOMA)
- LOS ANGELES

"Underserved Community" includes: (i) people of color; (ii) persons who are homeless or otherwise experiencing housing instability; (iii) persons with disabilities (physical or mental), particularly persons living in housing with one or more qualities of an institutional setting, persons leaving institutions, or persons at-risk of institutionalization; (iv) persons living in impoverished areas or experiencing persistent poverty or inequality, including historical wealth disparities as compared to majority groups; and (v) lesbian, gay, bisexual, transgender, and queer (LGBTQ+) persons.



# HIGH INTEREST RATES CAST PALL OVER COMMERCIAL REAL ESTATE

BY JEFF PHILLIPS, PRESIDENT, AND DAVID WALKER

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Like much of the nation, owners of multi-family commercial buildings in Los Angeles have fared well over the last decade, though today's high interest rates could lead to sales slowdowns in some markets or even declines in multi-family and all commercial categories.

"Rent growth record gains were posted in 2021 and early 2022," said Ryan Patap, senior director, market analytics at CoStar, The Knowledge Market, "But it has cooled and declined modestly since August."

With that in mind, Patap said, "Managers need to be more aggressive to keep tenants." Patap presented a market forecast at a recent gathering of the commercial division of the Southland Regional Association of Realtors.

Multi-family rents in Los Angeles increased 4.7 percent from a year ago, he said, and while the forecast calls for gains to resume, Patap expected them to be in the

range of 3 percent to 4 percent for 2023 and beyond.

L.A. multi-family sales have remained strong, he said, though he cautioned attendees to expect a decline due to higher interest rates.

A landlord's inability to evict tenants due to city and county regulations is "definitely a negative" for investors.

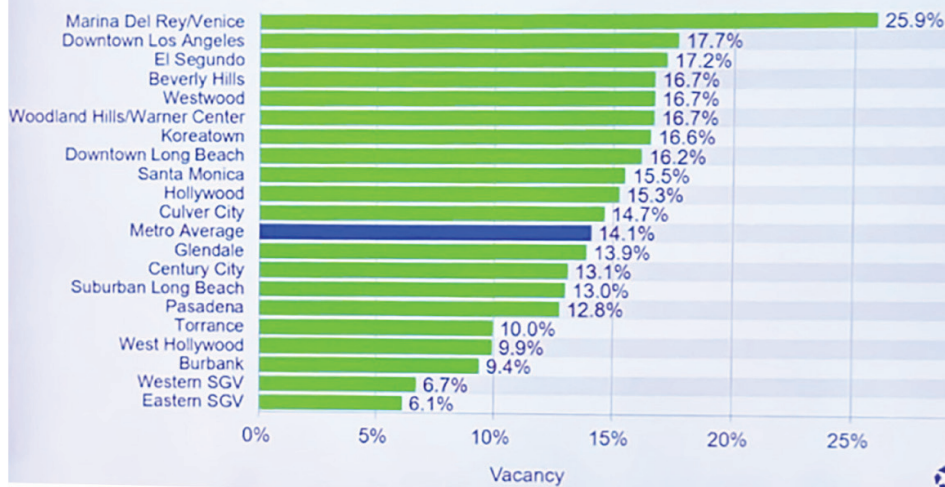
Regarding commercial office space, Patap

said it's still favorable, though not as positive as multi-family.

"The market was going sideways in 2018 and 2019, tanked in 2020 due to the pandemic, and has come back since to pre-pandemic levels."

Industrial real estate is still seeing record activity in most areas of the country, he said, "but L.A. is a unique market, a lot older ... and just doesn't see a lot of supply."

## Los Angeles Office Vacancy by Submarket



## 'SPARKS OF LOVE' TOY DRIVE

A fire crew for Los Angeles City Fire Station 88, located on North Sepulveda Blvd., drove a big red fire truck recently to pick up boxes of toys donated to brighten Christmas for local kids.

Jeff Phillips, right, SRAR president, and Paul Cauchi, center, SRAR CEO, were on hand at the Association's offices in Van Nuys, along with volunteers and staff to assist in loading the toys.



The toy purchases were made possible by donations from SRAR directors and members along with pledges from



individuals to sponsor kids and make sure their holiday was bright.

## ENCINO REALTOR RECEIVES NATIONAL GRANT

Local Realtor Tisha Janigian was one of five professionals selected recently by the National Association of Realtors and the Good Neighbor Society to be recipients of the 14th annual Volunteering Works grants and mentoring program.

The program matches Realtors who work on charitable efforts with mentors who can

help them improve and expand their impact. The five Volunteering Works recipients will receive a \$1,000 grant and a year of one-on-one mentoring from a member of the Good Neighbor Society. This group is made up of past recipients of NAR's annual Good Neighbor Awards, the highest honor the association awards to Realtors involved in community service.

"They have dedicated their energy towards giving back to their communities and making a positive impact on the lives of others," said

NAR President Kenny Parcell. "Their selfless commitment to serving others is a shining example of what it means to be a Realtor."

Janigian's nonprofit, [ShelsHopeLA.org](https://shelshopeLA.org), was created to educate and empower single mothers who are starting over in the workplace and provide affordable, transitional housing and childcare. "A majority of these single mothers we work with have no credit, no money, no assets," Janigian said.

The She Is Hope LA boutique ensures that these women are prepared for job interviews with appropriate attire and accessories as well as resume review and interview prep. She Is Hope LA offers a three-pronged approach of education, jobs and job training, and affordable housing to help single mother families get back on their feet and bridge the gap over poverty.

The project the nonprofit is chasing in 2023 is obtaining a building where they can house single-mother families for a year while they rebuild their credit and self-esteem.

The nonprofit organized a cookies and cocoa event with Jolly Santa Tim at its boutique in

Encino to give gifts to children in need and self-care items to their moms.



Michelle, Isabella and Liliana Granados had their moment with Jolly Santa Tim during the holiday event planned by [ShelsHopeLA.org](https://shelshopeLA.org), a nonprofit organization providing emotional, physical, and financial tools and services to help guide single mothers through every aspect of supporting themselves and their children. For more information, email [Tisha@sheishopela.org](mailto:Tisha@sheishopela.org).



# COMMISSION CUTS ROOFTOP SOLAR BENEFITS IN BID TO BOOST BATTERIES

BY JEFF PHILLIPS, PRESIDENT, AND DAVID WALKER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

California is a national leader in rooftop solar panel installation with 1.5 million homes and businesses fueling the rapid growth of solar over the last ten years — generating 13,500 megawatts.

That's equivalent to six times the electricity-generating capacity of the Diablo Canyon nuclear plant, the state's largest power creator.

Yet California's 5-member Public Utility Commission unanimously decided recently to head in a different direction.

In a hotly debated and criticized decision, the commission is betting that its revamped incentive program will prod home-owners to install batteries along with the solar system.

Battery storage will make sun power available during scorching hot summer evenings when demand for electricity soars and stand-alone solar cannot ease the load on the state's power grid.

The commission's decision will reduce by 75 percent the benefit received by some homeowners who install new systems.

Existing system owners will see no reduction in their payments and the PUC's decision effects rates paid only for customers

of three utility companies — Southern California Edison, Pacific Gas & Electric and San Diego Gas & Electric.

L.A. Dept. of Water and Power customers

grandfathered into the "old rate structure. He noted that the ability of a homeseller to transfer the more favorable structure to a buyer "will change dramatically the economics of

solar" under the plan approved by the PUC. He said buyers of a home currently under the more favorable benefit would be forced into the new structure.

Pluma also noted that the state's mandate to install solar on all new residential construction extends to accessory dwelling units, small dwellings built on a property

with an existing residential home.

"A lot of folks are building ADUs in their backyard," he said. "Yet it comes as a surprise to many owners that they have to put solar on ADUs if its new construction. They won't get a certificate of occupancy without solar."

Battery backup systems are becoming much more common now, he said. "Realtors need to be familiar about it and be able to explain to a buyer the value proposition."

## Important things to know

Whether a Realtor represents the buyer or seller, they should get as much info on an existing solar system, including:

- Is the system owned, financed, leased, HERO, etc.
- System size, brand of panels & inverters, estimated kWh production per year, sales contracts & warranties, brochures, installer name and contact info.
- Ensure any 10-year workmanship warranty is transferable.
- Get the monitoring login info.
- If the Realtors represents the buyer, ask if the buyer would be interested in installing solar one day. If Yes, ask the seller for the last 12 months of electrical bills.
- If solar is leased or PPA, contact solar leasing / PPA company asap to get transfer requirements. Make it a contingency to review lease/loan documents ... BEFORE ESCROW.
- Most (loan) financed systems are not transferable.
- If financed, check if loan is secured by UCC-1 on solar equipment and/or will be paid off through escrow.

who choose to install solar will see no change in the incentive program. Tim Pluma, of American Solar Brokers, told a recent gathering of 63 San Fernando Valley and Santa Clarita Valley real estate office owners, brokers and managers that the more favorable benefits can be retained by owners if they act quickly.

"To avoid the 75 percent reduction in benefit," Pluma said, "owners need to submit an application before April 14 to be

## CALIFORNIA HOME PRICES LIKELY TO FALL 10-15%

The National Association of Realtors forecasts that 4.78 million existing homes will be sold, prices will remain stable, and Atlanta will be the top real estate market to watch in 2023 and beyond.

Lawrence Yun, NAR's chief economist and senior vice president of research, unveiled the association's forecast recently during the its fourth annual year-end Real Estate Forecast Summit. He predicted home sales will decline by 6.8 percent compared to the 5.13 million sales of 2022 and the median home price will reach \$385,800 — an increase of just 0.3 percent from this year's median of \$384,500.

"Half of the country may experience small price gains, while the other half may see slight price declines," Yun said. "However, markets in California may be the exception, with San Francisco, for example, likely to register price drops of 10-15 percent." The California median home price for November was \$777,500, down 0.6% from a year ago.

Yun expects rent prices to rise 5 percent in 2023, following a 7 percent increase in 2022. He predicts foreclosure rates

will remain at historically low levels in 2023, comprising less than 1 percent of all mortgages. After eclipsing 7 percent in late 2022 and dropping in recent weeks, he expects the 30-year, fixed-rate mortgage to settle at 5.7 percent as the Fed slows the pace of rate hikes to control inflation. Yun noted this is lower than the pre-pandemic historical rate of 8 percent. "The demand noted this is lower than the pre-pandemic historical rate of 8 percent. "The demand for housing continues to outpace supply," Yun said.

## Interest Rate Update

Fixed-rate mortgage national average as reported by Freddie Mac on:

**December 15**  
30-Year FRM — 6.31 percent  
15-Year FRM — 5.54 percent  
**December 8**



## California November 2022 Sales and Price Report

CA median home price softens

**\$777,500**  
-0.6% YTD Chg.

**24.0 Days**  
Median Time on Market

Time on market trends up as demand slows further

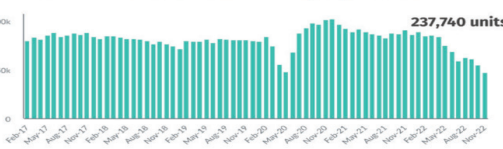
Mortgage payment growth remains above 50%

**6.81%**  
30 Yr. FRM

Inventory trending upwards, back to pre-pandemic levels



Sales bare the brunt of the most rapid growth in rates





SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

## AFFILIATE SPEAKERS:



### JOHN SCHROEDER

Pillar to Post Home Inspectors  
Affiliate of the Year 2021



### TAMMY KARABA

One Trust Home Loans  
Affiliate of the Year 2022



### IMELDA LEANO

Bank of America  
Affiliate of the Year 2019

# AFFILIATES OF SRAR

Affiliates, help us help you!  
Come network, learn how to  
better serve each other, and  
walk away with suggested  
affiliate marketing tactics!



**Thursday, February 2, 2022**



**10:00am - 12:00pm**



**SRAR Lake Balboa Auditorium**



**Light breakfast and beverages**

**RSVP to Theresa Mojares, 818.947.2298 by January 30, 2023**



# Reasons to Always Buy Or Sell a Home Using a Realtor



Many homebuyers believe they are smart enough to buy a home without the assistance of a Realtor. They think they have all the tools needed to complete what often is the largest, most momentous financial decision of a lifetime. Don't do it. A Realtor's expertise is essential, invaluable. Here's why:

- **Realtors have the right expertise** — Real estate has its own language, full of acronyms and semi-arcanic jargon, an experienced Realtor speaks that language fluently. Plus, buying or selling a home typically requires dozens of forms, reports, disclosures, and other technical documents. Realtors have the know how to help prepare a killer deal—while avoiding delays or costly mistakes that can seriously mess it up.

- **Realtors have turbocharged searching power** — The Internet is awesome. It's possible to find almost anything! Real estate listing sites offer up-to-date home listings 24/7/365 at any hour of the day or night. But Realtors have access to even more listings. Sometimes properties are available but not actively advertised. A Realtor can help find the hidden gems. Plus, a good local Realtor will know the search area way better than any buyer ever could. A Realtor is equipped to know the ins and outs of every neighbor-hood, and can direct their clients toward a home in a desired price range that may have been overlooked.

- **Realtors have bullish negotiating chops** — Every home purchase or sale involves give and take. Emotions may take over. Negotiation may get heated. Expect lots of competition, cutthroat tactics, all-cash offers, and even now some bidding wars. A savvy, professional negotiator can seal the best deal. A Realtor will help draw up a purchase agreement that allows enough time for inspections, contingencies, and anything else that's crucial.

- **Realtors are connected to everyone** — Realtors make it their mission to know everyone who can possibly help in the process of buying or selling a home. Mortgage brokers, real estate attorneys, home inspectors, home stagers, interior designers — the list goes on — and they're all in a Realtor's network.

- **Realtors are held to a higher ethical standard than licensed agents and must adhere to a Code of Ethics** — Not every real estate agent is a Realtor, who is a licensed real estate salesperson who belongs to the National Association of Realtors®, the largest trade group in the country.

**Finally, Realtors are a buyer's sage, parent, data analyst, therapist — all rolled into one. Use a Realtor!**

## SRAR JOINS CRMLS MAY 1, 2023

Southland Regional Association of REALTORS® (SRAR) is excited to announce an expanded partnership with California Regional Multiple Listing Service (CRMLS), joining as a fully participating association beginning May 1, 2023.

MLS members will benefit from a myriad of enhanced services including CRMLS's best-in-class training, additional data-share partners for more listing access, award-winning customer support, and top-level compliance services.

CRISNet should expect a seamless transition into CRMLS with no disruption to existing services thanks to a long-standing vendor relationship and the continued use of the listing platform Matrix.

"In response to SRAR's Strategic Plan, this partnership reflects association leadership's dedication to offering enhanced programs, products and tools with an eye towards market and industry shifts now and, in the future," said Jeff Phillips, 2022 President of Southland Regional of REALTORS.

"We are honored to welcome SRAR as a fully participating association. Our relationship with SRAR has been successful and long-standing. Expanding our affiliation in order to provide members with the full realm of CRMLS's products, services, and innovation only seems natural." Said Art Carter, CEO of CRMLS.

Chartered by the National Association of REALTORS® in 1920, Southland Regional Association of Realtors is the voice for real estate in San Fernando and Santa Clarita Valleys. With nearly 11,000 Realtor members, SRAR serves as a trusted resource and partner to the real estate profession and the community at large. Southland Regional members are dedicated to the highest standards of ethics and professionalism and committed to championing real property rights and pathways to homeownership for all.

# City Sign Ordinances

## SAN FERNANDO AND SANTA CLARITA VALLEY

Listed below for your reference, are the specific municipal regulations, along with the regulations for L.A. and Ventura Counties that apply in unincorporated areas or those cities without specific municipal codes. SRAR highly advises REALTORS® to check the current laws, and follow these best practices as they will help preserve our rights as REALTORS® to use temporary signs:

1. Only post temporary signs (directional or open house) when you have an open house.
2. Always observe time and placement restrictions for signage.
3. Always obtain a property owner's permission before placing a temporary sign on someone's property whether their property is residential or commercial.
4. Never place temporary signs in the medians or rights of way - meaning along the streets or sidewalk and observe Americans with Disabilities Act regulations.
5. Decrease visual clutter by "piggy backing" off of other directional signs, placing your directional signs only when your directions divert from other directions.

### The following are the regulations from each municipality in areas where our members frequently work:

#### Agoura Hills:

**For Sale** - 1 sign per unit, shall not exceed 6 square ft. in area and 6 ft. in height

**Open House/Directional** - Maximum of 4 signs, size may not exceed 3 square ft. in area or 4 ft. in height

**Other** - No flags, balloons or banners, Signs can not be located on a public right-of-way

#### Beverly Hills:

**For Sale** - 1 - 150 square in. sign including riders

**Open House/Directional** - Not allowed

**Other** - Must obtain annual sign permit sticker from city

#### Burbank:

**For Sale** - Sign shall not exceed 7 square feet including riders. Maximum of 2 riders

**Open House/Directional** - Maximum of 4 signs, size may not exceed 24" x 24" in area or 3ft. in height

**Other** - See municipal code for details

#### Calabasas:

**For Sale** - 1 - 6 square ft. sign

**Open House/Directional** - Maximum of 2 signs, size may not exceed 3 square ft. in area.

**Other** - Signs can not be located on a public right-of-way

#### Hidden Hills:

**For Sale** - Not allowed

**Open House/Directional** - Not allowed

**Other** - Call for details

#### Los Angeles City:

**For Sale** - 1 or more unlighted signs. Total area of signs not to exceed 12 square ft.

**Open House/Directional** - Not specified

**Other** - See municipal code for details

#### Malibu:

**For Sale** - 1 sign per unit, shall not exceed 6 square ft. in area and 6 ft. in height

**Open House/Directional** - Signs can not exceed 3 square ft. in area or 4 ft. above ground level

**Other** - No more than 2 pole flags not exceeding 2 square ft. or 5 ft. in height

shall be used

#### San Fernando:

**For Sale** - Sign shall not exceed 6 square ft. in area and 6 ft. in height. Rider no larger than 6" X 24"

**Open House/Directional** - Permitted between 9am and sunset

**Other** - See municipal code for details

#### Santa Clarita:

**For Sale** - Maximum height of 6ft

**Open House/Directional** - Not permitted on sidewalks, parkways or medians.

**Other** - Price information prohibited

#### Simi Valley:

**For Sale** - Sign shall not exceed 12 square ft. and 6 ft. in height

**Open House/Directional** - Not permitted on sidewalks or medians

**Other** - See municipal code for details

#### West Hollywood:

**For Sale** - 1 - 432 square inch sign per frontage & 2 - 76 square inch riders

**Open House/Directional** - 1 per corner, 4 per intersection 18" X 24" Tue., Sat. & Sun. 11am to 7pm

**Other** - 4 flags per open house. See municipal code for details

#### Westlake Village:

**For Sale** - 1 sign per unit, shall not exceed 6 square ft. in area and 5 ft. in height

**Open House/Directional** - 1 open house sign on property. No directional signs permitted in community

**Other** - See municipal code for details

#### Los Angeles County: (unincorporated areas, and municipalities without regulations)

**For Sale** - 1 or more unlighted signs. Total area of signs not to exceed 12 square ft.

**Open House/Directional** - No ordinance

**Other** - See municipal code for details

#### Ventura County: (unincorporated areas, and municipalities without regulations)

**For Sale** - 1 free standing sign that does not exceed 12 square ft. or 8 ft. in height

**Open House/Directional** - 1 - 3 square foot sign per frontage not to exceed 4 ft. in height

**Other** - See municipal code for details





CALIFORNIA ASSOCIATION OF REALTORS®

# Save the Date

Wednesday, May 3, 2023

Save the date for In-Person Legislative Day 2023,  
a day filled with networking, meetings with your  
state legislators, lively industry related  
Hot Topic discussions and much, much more!

[on.car.org/carlegislativeday](https://on.car.org/carlegislativeday)



# 2023 Commercial Educational Series



NATIONAL ASSOCIATION of REALTORS®



## Commercial & Investment Division

**\$25**

Classes listed below are held on Wednesdays 9am to 12pm\* in person at SRAR, 7232 Balboa Blvd.

**Take 5 or more & receive a certificate of completion**

SCAN THE QR CODE

OR

**CLICK HERE TO REGISTER**



**FREE CLASS**

### ABC'S OF COMMERCIAL REAL ESTATE

An introduction to the practical applications of commercial real estate and its differences from residential real estate.

**Jan. 18 | 9-10:30AM\***

Brian Hatkoff  
CCIM

**FREE CLASS**

### INTRO TO COMMERCIAL LEASING

An introduction to leasing commercial properties, including retail, office, and industrial.

**Jan. 25 | 9-10:30AM\***

Gina Uzunyan | Bob Khalsa | John Shamoun  
CCIM CCIM GAA

### EFFECTIVE COMMERCIAL PURCHASE AGREEMENTS

#### Key Class Takeaways

- Representing the buyer or seller
- Modifying the purchase contract form
- Preparing the purchase agreement

**Feb. 15**

Bruce Hatkoff  
Attorney-at-law

### LENDING

#### Key Class Takeaways

- Commercial and residential lending differences
- Types of commercial loans
- How to prequalify for a commercial loan

**Mar. 22**

Arnie Garfinkel  
All Star Group

### INTRO TO COMMERCIAL REAL ESTATE

#### Key Class Takeaways

- Transaction legal and tax consequences
- Rent control and its impact on property
- Calculating expense and income analysis

**Apr. 26 | July 19 | Nov. 15**

Brian Hatkoff  
CCIM

### TAX & LEGAL IMPACT ON COMMERCIAL REAL ESTATE

#### Key Class Takeaways

- Benefits of tax law for investors
- Do's and don'ts of titling investment property
- Good, bad, and different types of depreciation

**May 24**

Tony Watson  
Robert Hall & Associates

### EFFECTIVE COMMERCIAL LEASE AGREEMENTS

#### Key Class Takeaways

- Representing the buyer or seller
- Modifying the purchase contract form
- Preparing the purchase agreement

**June 21**

Bruce Hatkoff  
Attorney-at-law

### DEFERRING CAPITAL GAINS THROUGH 1031 EXCHANGE

#### Key Class Takeaways

- Calculating a 1031 exchange
- Considering depreciation in an exchange
- Exchanging personal property

**Aug. 23**

Dino Champagne  
API Exchange Company

### DUE DILIGENCE IN COMMERCIAL REAL ESTATE TRANSACTIONS

#### Key Class Takeaways

- Agent requirements to complete a transaction
- Identifying liabilities during the transaction
- Common (and uncommon) transaction pitfalls

**Sept. 27**

Brian Hennessey  
Broker

### PROPERTY MANAGEMENT FOR INVESTMENT REAL ESTATE

#### Key Class Takeaways

- Leasing requirements for property management
- Processing city inspections and reporting requirements
- Managing rent control issues and evictions

**Oct. 25**

Bill Waldman  
Realtor

### BUSINESS OPPORTUNITIES

#### Key Class Takeaways

- Business brokerage basics 101
- Public and private business types
- Different business brokerage forms

**Dec. 6**

John Shamoun  
GAA

The Commercial & Investment (C&I) division provides networking and educational meetings for professionals working in commercial real estate and those wishing to enter the industry. C&I provides resources for new programs or services to improve commercial members' experience.

Get reminders on C&I classes, text COM to (818) 338-1414  
Classes do not provide continuing education credits.

📍 7232 Balboa Blvd. Lake Balboa, CA

🌐 commercialdataexchange.com

✉ jodip@srar.com

☎ (818) 786-2110



# Southland Regional Association of REALTORS®

## TOP 10 MEMBER BENEFITS

INCLUDED IN SRAR DUES & MLS FEES



**FREE** - An easy program for CMAs, Buyer Tours, Property Reports and Flyers with QR codes & smartphone reports for you & your clients.



A tool to streamline the tenant screening & rental application process. Along with a rental application, each application package includes a TransUnion credit report (with score), criminal background check & national eviction report.



**FREE** - A NAR exclusive online database providing REALTORS® with residential & commercial data from over 147 million parcels Nationally!



**FREE** 45 hour CE courses.  
Access through CAR.org.

**FREE** - Create, edit & complete contracts and forms for real estate transactions. Online program includes branding, template creation, auto fill, smart forms and more!!



**FREE** - Statewide tax & public records with MLS listings, photos & sales data, neighborhood searches, distressed property flags, market & trend reports & more! Access from CRISnet.

**Ombudsman & Ethics Advocate** Our service can help you resolve disputes without having to file a complaint or walk you through each step of the complaint process if you choose to file.



**Monday through Friday**

8:30am-9:00pm

**Saturday & Sunday**

8:30am-5:00pm.

Call - 866.922.0108

Online Chat - SRAR.COM/services



**TECH SUPPORT**



**FREE** - A listing syndication service that delivers a Broker controlled platform.



**REALTYZAM**

Easy to use accounting software exclusively for Real Estate Agents providing ease in tracking expenses including mileage & receipt storage. Generate reports to give direct to tax preparers.

**Main Office**  
7232 Balboa Blvd  
Lake Balboa, CA 91406  
818-786-2110

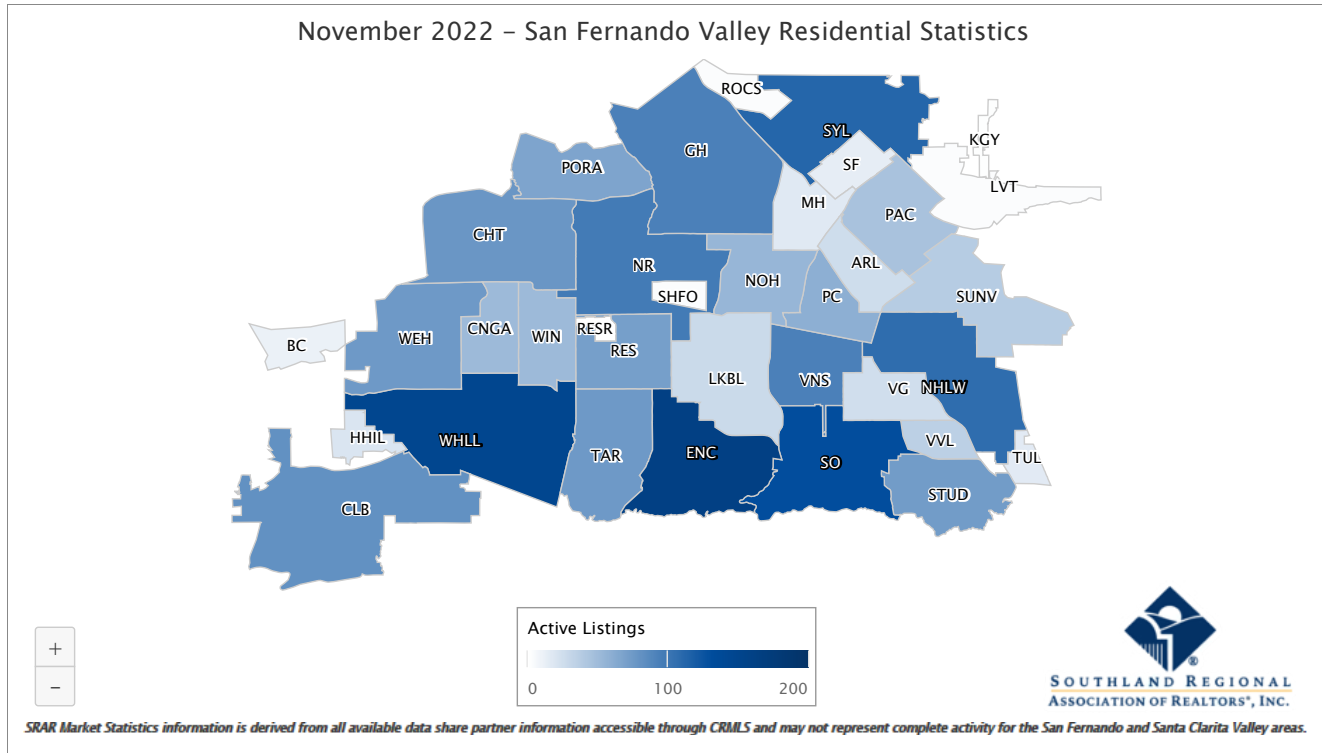


SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

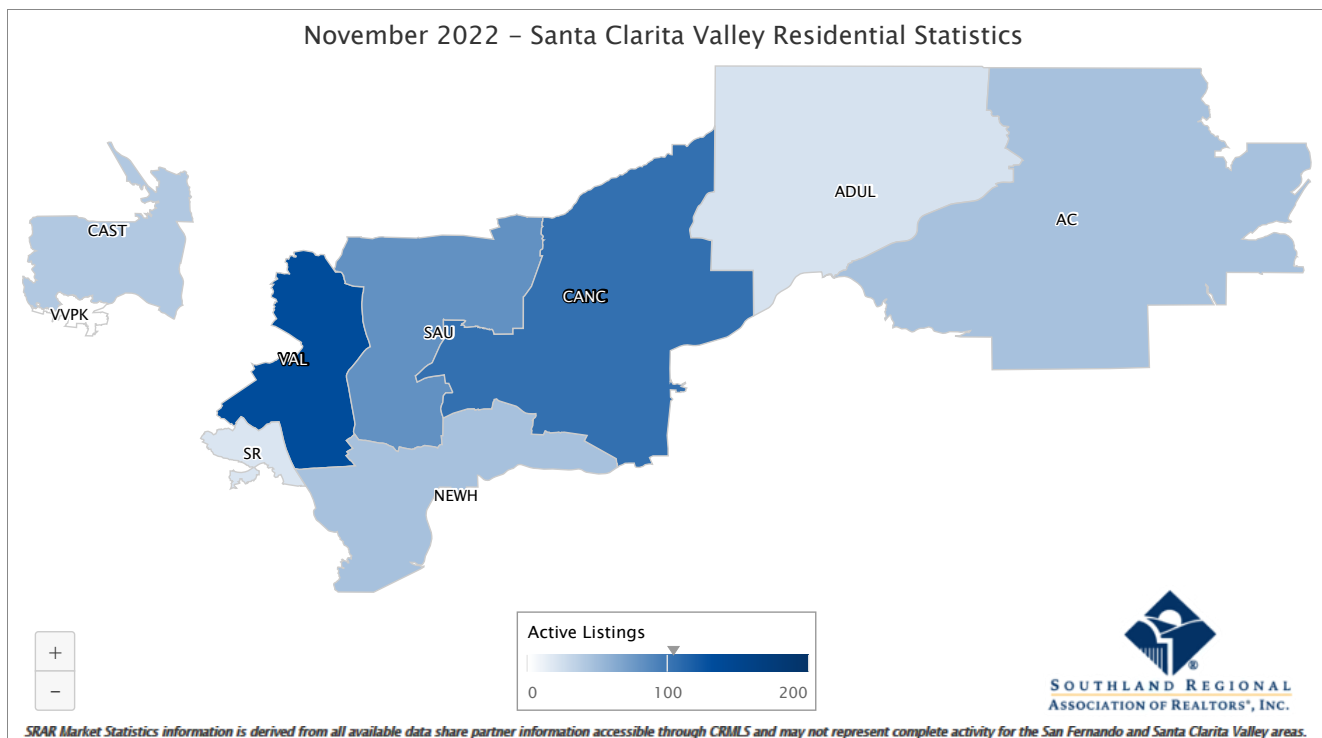
**Santa Clarita Office**  
20655 Soledad Cyn. Rd. #33  
Canyon Country, CA 91351  
661-299-2930

## Online SRAR Statistics are Here! Features include:

- \* Data sourced from all data share listing information not just CRISNet subscribers (CRMLS, CLAW, CSMAOR, Bridge MLS, MLS Listings, CDAR)
- \* Dynamic format provides for daily updates to reflect the most current information available
- \* Historical graphs for the past five years
- \* Clear map view with specific analytics



[Click on Link for current Online Stats](#)





# Advertising Policy

## Rate Policy

Rates are based on frequency within a 12-month period from the first insertion.

Deadline is every 20th of the month for the next month publication.

Billing date for ad is on or before the 5th of the month following the first issue. (example: July issue advertising will be billed by July 5th). Account is past due on the 1st of the following month. (Example: July issue advertising is past due on August 1st.)

The SRAR may change the rates published in this document at any time. However, this increase will not apply to advertisements whose closing dates precede the announcement of increased rates.

## Cancellations

No cancellations or changes in orders will be considered unless submitted to the SRAR in writing prior to the closing date. Cancellations or changes received after closing subject to penalty.

## Contract & Copy Regulations

- Advertiser may not reserve position. Position will be on a first come first served basis.
- The SRAR reserves the right to reject or to cancel any advertisement at any time.
- Advertisers and advertising agencies shall assume liability for all content (including text, representation, and illustration) of advertisements printed, and shall also assume responsibility for any claims arising therefrom made against the SRAR.
- The SRAR shall not be liable for any failure to print, publish, or circulate all or any portion of any issue in which an advertisement accepted by the SRAR is contained if such failure is due to acts of God, acts of government or government instrumentality (whether federal, state or local), strikes, accidents, work stoppages, fire, or any other circumstances beyond the control of the SRAR.
- The word "advertisement," in not less than 7-point type, must be carried at the top of all advertisements that carry no signature or simulate editorial material. The advertiser will be charged for alterations and corrections.
- Since editorial requirements change as issue production progresses, SRAR cannot guarantee fixed positioning.
- SRAR is not responsible for errors in printing code numbers.

• Advertising materials will be stored by the SRAR for 12 months and then destroyed, unless otherwise requested.

• SRAR will not be bound by any conditions, printed or otherwise, appearing on order blanks or copy instructions when such conditions conflict with the regulations set forth in this rate card.

• Repeat ads (pick-up ads) -- the most recent advertisement will be picked up unless otherwise indicated on insertion order.

## Payment Policy

### Display Ads

Payment is due within 30 days of date of invoice. No cash discount is given. SRAR shall have the right to require payment for advertising upon such terms as SRAR sees fit, prior to publication of any ordered advertisement.

In the event of non-payment, SRAR reserves the right to hold advertiser and/or its advertising agency jointly and severally liable for such monies as are due and payable to the publisher.

## Classified Advertising

Pre-payment is required on all advertising which must be received for each ad by the issue closing date. Payment may be by check payable to the SRAR, or by credit card.

## Display Advertising Mechanical Requirements

Digital advertisements 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 and Freehand files are not 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 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). PMS colors will be converted to their 4-color equivalent.

## **Inside Front Cover**

Full Page Ad

Size: 7 1/2" x 10"

### **Full Color Ads:**

Members Rates: \$800 per month

Non-Member Rates: \$1,000 per month

## **Inside Back Cover**

Full Page Ad

Size: 7 1/2' x 10"

### **Full Color Ads**

Member Rates: \$750 per month

Non-Member Rates: \$900 per month

## **Interspersed Ads**

Full Page Ad

Size: 7 1/2" x 10"

Members Rates: \$650 per month

Non-Member Rates: \$800 per month



# ADVERTISING RATES & SPECIFICATIONS

**\*\*RATES PRICED ON A MONTHLY BASIS\*\***

**2 3/8"**

**BACK DISPLAY AD SECTION**  
**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:**  
\$70 per ad

**9"**

**\*Article Ads (interspersed)**

**Black & White Ads:**  
Member Rates: \$420 per month  
Non-Member Rates: \$500 per month

**Full color Ads:**  
Member Rates: \$580 per month  
Non-Member Rates: \$700 per month

**5"**

**BACK DISPLAY AD SECTION**  
**1/3 Square**  
Size: 5" x 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

**4 3/8"**

**\*Article Ads (interspersed) 1/3 square**

**Black & White Ads:**  
Member Rates: \$420 per month  
Non-Member Rates: \$500 per month

**Full color Ads:**  
Member Rates: \$580 per month  
Non-Member Rates: \$700 per month

**2 3/8"**

**BACK DISPLAY AD SECTION**  
**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

**4 3/8"**

**\*ARTICLE ADS (INTERSPERSED)**

**Black & White Ads:**  
Member Rates: \$240 per month  
Non-Member Rates: \$320 per month

**Full color Ads:**  
Member Rates: \$360 per month  
Non-Member Rates: \$440 per month

**150 PI**

**WEBSITE AD**

**300 PI**

**File format:  
PNG, GIF, JPG**

# Realtor® Report Display Ad Rates

## Member Rates

### Color Ads

|  |       |
|--|-------|
| 1/3 4 3/8" x 5" or 2 3/8" x 9" .....     | \$520 |
| 1/6 2 3/8" x 4 3/8" .....                | \$320 |
| Inside Front Cover .. 7 1/2" x 10" ..... | \$800 |
| Inside Back Cover.. 7 1/2" x 10" .....   | \$750 |

### \*\*Article Ads (Interspersed)

|                                      |       |
|--------------------------------------|-------|
| 1/6 2 3/8" x 4 3/8" .....            | \$360 |
| 1/3 4 3/8" x 5" or 2 3/8" x 9" ..... | \$580 |
| Full pg 7.5" x 10" .....             | \$650 |

### Black & White

|                                      |       |
|--------------------------------------|-------|
| 1/3 5" x 4 3/8" or 2 3/8" x 9" ..... | \$360 |
| 1/6 2 3/8" x 4 3/8" .....            | \$200 |

### \*\*Article Ads (Interspersed)

|                                      |       |
|--------------------------------------|-------|
| 1/6 2 3/8" x 4 3/8" .....            | \$240 |
| 1/3 4 3/8" x 5" or 2 3/8" x 9" ..... | \$420 |

## Non-Member Rates

### Color Ads

|  |         |
|--|---------|
| 1/3 5" x 4 3/8" or 2 3/8" x 9" .....   | \$640   |
| 1/6 2 3/8" x 4 3/8" .....              | \$400   |
| Inside Front Cover.. 7 1/2" x 9" ..... | \$1,000 |
| Inside Back Cover.. 7 1/2" x 9" .....  | \$900   |

### \*\*Article Ads (Interspersed)

|                                      |       |
|--------------------------------------|-------|
| 1/3 4 3/8" x 5" or 2 3/8" x 9" ..... | \$700 |
| 1/6 2 3/8" x 4 3/8" .....            | \$440 |
| Full pg 7.5" x 10" .....             | \$800 |

### Black & White

|                                      |       |
|--------------------------------------|-------|
| 1/3 5" x 4 3/8" or 2 3/8" x 9" ..... | \$440 |
| 1/6 2 3/8" x 4 3/8" .....            | \$280 |

### \*\*Article Ads (Interspersed)

|                                      |       |
|--------------------------------------|-------|
| 1/6 2 3/8" x 4 3/8" .....            | \$320 |
| 1/3 4 3/8" x 5" or 2 3/8" x 9" ..... | \$500 |

## Display Ad Artwork

\$70

### Classified Ad

|                         |                 |
|-------------------------|-----------------|
| Members*                | \$2 per line    |
| Non-Members*            | \$2.50 per line |
| Box Around the Ad.....  | Additional \$3* |
| Color Background.....   | Additional \$4* |
| Box and Background..... | Additional \$6* |

**\*\*PLACEMENT OF INTERSPERSED ADS IS AT THE DISCRETION OF THE SRAR ART DEPARTMENT**

## 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.**

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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.**

The Advertising and Editorial policy of REALTOR® Report is to refuse any material which directly or by inference suggests that any offer of employment, housing or services, will in any way discriminate against any person or class of persons based on race, religious creed, color, national origin, ancestry, physical handicap, medical condition, marital status, sex, age, sexual orientation, or any other protected class.

The Southland Regional Association of REALTORS® reserves the right to accept or reject all advertising.

**ADS PLACED THROUGH AD AGENCIES MUST BE PAID UPON RECEIPT AND DO NOT QUALIFY FOR MEMBER DISCOUNT RATE. MEMBERS MUST PLACE THEIR ADS DIRECTLY WITH THE SRAR TO RECEIVE MEMBER DISCOUNT RATE AND BILLING PRIVILEGE. NO TEAR SHEETS SUPPLIED.**

Advertisers and advertising agencies assume liability for all contents of advertisements printed and for any claims on the Southland Regional Association of REALTORS® arising therefrom.

Advertisers and advertising agencies agree that the Southland Regional Association of REALTORS® shall be under no liability whatsoever by reason of any error or omission for which the REALTOR® REPORT may be responsible in any advertisement beyond the cost of the space actually occupied by the error.

Billing date for monthly rate ads is on or before the 5th of the month following the first issue. (Example: July issue advertising will be billed by July 5th). Account is past due on the 1st of the following month. (Example: July issue advertising is past due on August 1st).

**DEADLINE FOR DISPLAY ADS IS THE 30th OF THE PREVIOUS MONTH**



# REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

## ADVERTISING

### 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 Date to Guarantee Continued Exposure and Results From Your REALTOR® Report Classified Ads.

## ADVERTISING



As a REALTOR®, you belong to the most knowledgeable and trustworthy group of professionals the industry has to offer. But how do you let clients know that?

*Tell them. Show them.  
Wear your REALTOR® pin  
with pride.*



Only REALTORS® are members of the National Association of REALTORS®

## MARKETING

GET **more** LEADS

THE PREMIERE ONLINE MARKETING SOLUTION  
FOR REAL ESTATE AGENTS & BROKERS



CALL TOLL-FREE 888-277-9779 VISIT [Point2.com](http://Point2.com)

**Point2**

## ADVERTISING



As a REALTOR®, you belong to the most knowledgeable and trustworthy group of professionals the industry has to offer. But how do you let clients know that?

*Tell them. Show them.  
Wear your REALTOR® pin  
with pride.*



Only REALTORS® are members of the National Association of REALTORS®

## ADVERTISING

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

## PRINTING

Southland Regional  
Association of Realtors® Inc.

**(818) 947-2246**

**PRINT SHOP & GRAPHIC DESIGN SERVICES**

**Make Us Your Choice For All Your Printing Needs!**

Our in-house graphic design team is standing by, so call today!



- ANNOUNCEMENTS
- BROCHURES
- BUSINESS CARDS
- NCR FORMS
- DOOR HANGERS
- ENVELOPES
- FLYERS
- POST CARDS
- LABELS
- LETTERHEAD
- COLOR COPIES

**Fast Turn Around! Competitive Pricing!**

# REALTOR® RESOURCE CENTER

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## ADVERTISING



### SRAR Texting Service

*Sign up to get updates straight to your cell phone.*

*Get updates and reminders on your phone to stay in-the-know on all that's happening at Southland Regional Association of REALTORS®*

Text \_\_\_\_\_ to 313131

**edu** : educational classes, training and risk management

**whatsup** : social/networking events like mixers, expos and multicultural events

**involve** : community involvement and charity drives

**pol** : updates on real estate issues, political events and receptions with local officials

**future** : leadership opportunities and committee involvement

**com** : commercial events and classes

**whatsnew** : new member services and benefits

It's easy to sign up and you can unsubscribe at any time, just send a text message with only the word "STOP" in the reply from any message from us. Message and Data Rates May Apply.



## ADVERTISING

### 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:

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## REAL ESTATE

\$49 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**

**30 YEARS IN BUSINESS**

21045 West Erwin St., Suite 1A, Woodland Hills Ca 91367

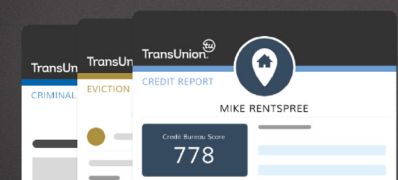
## REAL ESTATE

**rentspree PRO**

**Free Pro Version**

(\$120/yr) for SRAR members only

- ✓ Completed Application
- ✓ TransUnion Credit Report
- ✓ TransUnion Score
- ✓ Criminal Background Check
- ✓ Eviction Check
- ✓ Document Upload
- ✓ Reference Checks



Exclusive Code: **SRARPro1Yr**  
<http://SRAR.rentspree.com>



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## ADVERTISING

### ADVERTISE IN THE REALTOR® REPORT

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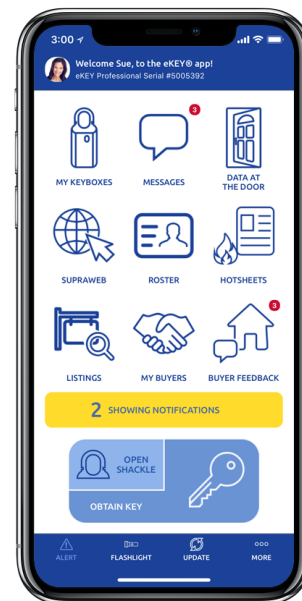
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## ADVERTISING

New Year!  
New Supra® eKEY® app!  
New Apple Watch® compatibility!

More value  
than ever before...



[supraekey.com](http://supraekey.com)



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& Security, a unit of United Technologies Corporation.

## PRINTING

Southland Regional  
Association of Realtors® Inc.

**(818) 947-2246**

PRINT SHOP & GRAPHIC DESIGN SERVICES

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- BROCHURES
- BUSINESS CARDS
- NCR FORMS
- DOOR HANGERS
- ENVELOPES
- FLYERS
- POST CARDS
- LABELS
- LETTERHEAD
- COLOR COPIES

**Fast Turn Around! Competitive Pricing!**

# HELP C.A.R. MAKE A DIFFERENCE IN CA

C.A.R.'s Housing Affordability Fund (HAF), in partnership with Neighborhood Partnership Housing Services (NPHS), Richmond Neighborhood Housing Services (RNHS) and Neighborhood Housing Services of LA County (NHSLA), have joined efforts to close homeownership gaps that impact the state's **"underserved communities"** with the C.A.R. HAF Closing Cost Assistance Grant Program, which offers up to \$10,000 in closing costs.

**"Homeownership is a key element to building generational wealth and economic security for working families while stabilizing communities across our state. We're pleased to partner with these nonprofit organizations to help create true housing equity for all Californians, so they have an opportunity to realize the economic and societal benefits that homeownership provides."**



**OTTO CATRINA**  
C.A.R. PRESIDENT

**DONATE:** [on.car.org/hafdonate](https://on.car.org/hafdonate)

**LEARN MORE:** [on.car.org/hafclose](https://on.car.org/hafclose)

## WHO IS ELIGIBLE TO RECEIVE GRANT ASSISTANCE:

**PURCHASED PROPERTY MUST BE A SINGLE-FAMILY RESIDENCE WITHOUT AFFORDABLE HOUSING DEED RESTRICTIONS**

**RECIPIENT MUST BE A FIRST-TIME HOMEBUYER FROM AN **"UNDERSERVED COMMUNITY"****

**RECIPIENT'S INCOME MUST BE NO MORE THAN 120% OF THE AREA MEDIAN INCOME ("AMI")**

**RECIPIENT MUST BE REPRESENTED BY A CA REALTOR® IN THE TRANSACTION**

**THROUGH OUR PARTNERS, THE FIRST GRANTS ARE AVAILABLE IN THE FOLLOWING COUNTIES (ADDITIONAL AREAS WILL BE ANNOUNCED IN THE NEAR FUTURE):**

- **INLAND EMPIRE (RIVERSIDE & SAN BERNARDINO)**
- **BAY AREA (ALAMEDA, CONTRA COSTA, SONOMA)**
- **LOS ANGELES**



***"Underserved Community" includes: (i) people of color; (ii) persons who are homeless or otherwise experiencing housing instability; (iii) persons with disabilities (physical or mental), particularly persons living in housing with one or more qualities of an institutional setting, persons leaving institutions, or persons at-risk of institutionalization; (iv) persons living in impoverished areas or experiencing persistent poverty or inequality, including historical wealth disparities as compared to majority groups; and (v) lesbian, gay, bisexual, transgender, and queer (LGBTQ+) persons.***

The easiest way to  
track your expenses.

[Learn More](#)



## Realtyzam - 25% Discount for SRAR Members

Realtyzam is a super easy accounting app built exclusively for real estate agents. If you've been looking for a simple tool to track your expenses, log your mileage, store your receipts, and instantly generate the report you need for your taxes, then you'll love Realtyzam. **SRAR members save 25%!**


[Click here](#) to learn more.

# AREA Networking Meetings

Join real estate professionals for Area Networking Meetings online and in-person in the San Fernando and Santa Clarita Valleys.

This is a great opportunity for you to meet like-minded professionals in the area, network, and gain valuable information about the real estate industry.

### Commercial & Investment Network Meeting

 3rd Tuesday of every month


 Zoom  8 - 9:15 am

Contact Brian Hatkoff to join  
BHatkoff@aol.com

### All Real Estate Network

 Every Friday

 El Cariso Golf Course  
13100 Eldridge Ave.,  
Sylmar


 8:15 - 10 am

Contact Brian Hatkoff to join  
BHatkoff@aol.com

### Santa Clarita Valley Network Meeting

 2nd & 4th Friday of every month

 Black and Blue Lounge  
24300 Town Center Dr., Ste 110  
Valencia


 8:30 - 10:30 am

Contact Anthony Bedgood to join  
Anthony@bedgoodre.com

### Outwest Marketing Meeting

 Every Friday


 Rosie's BBQ (Back Room)  
8930 Corbin Ave.  
Northridge


 8 - 9:30 am

Contact Ron Henderson to join  
Ronh@mres.com | 818.999.3981

### Real Estate Network West

 1st & 3rd Wednesday of every month

 Sagebrush Cantina  
23527 Calabasas Rd.  
Calabasas

 12:30 - 2 pm

Contact Filip Crispino to join  
FilipCrispino@gmail.com