



4845 Ronson Court • San Diego, CA 92111-1803

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# The San Diego REALTOR®

THE TRUSTED VOICE OF SAN DIEGO REAL ESTATE

What's Happening at SDAR • June 2013

## How Will Changes at the DRE Affect You?

By Robert Muir

The California Department of Real Estate will become the Bureau of Real Estate (BRE) under the Department of Consumer Affairs on July 1, 2013 as part of the state government restructuring to improve efficiencies.

Wayne Bell, an attorney and real estate broker who had been Chief Counsel and Assistant Commissioner for Legal Policy and Recovery at the DRE since 2006, was appointed Commissioner of Real Estate this past February. Unlike more recent appointees, Bell comes from inside the DRE, rather than from the real estate industry.

**What changes and trends can we expect at the BRE?**

**Emphasis on Cost Recovery**

We will likely see an increased emphasis on cost recovery by the BRE since the restructuring of the office was in part economically driven. The DRE can recover the costs of an investigation or audit from licensees, whether the matter goes to hearing or is settled by way of stipulation.

The DRE can also bill licensees for follow-up compliance audits which usually occur between six and 18 months after the settlement or hearing. These costs, which can include legal fees for enforcement, can be significant.

According to the DRE's 2011 Annual Report, cost recovery from licensees in the previous three or four years increased significantly along with the number of investigations.

**Areas with Most Investigations and Accusations**

- **Fraud:** As chief counsel, Bell was outspoken on fraud in loan modifications, foreclosure relief, short sales and advance fees, conducting forensic audits. As the new commissioner, he will likely continue to focus on these areas. A review of recently filed accusations, which is a public complaint filed by the DRE that alleges the licensee has violated the law, shows that in February 2013, the DRE filed the most Accusations

for fraud and dishonest dealing of licensees, and for substantial misrepresentation.

- **Supervision:** A frequent Accusation filed by the DRE concerns failure of the designated officer to supervise the licensed actions of the corporation and salespersons.
- **Licensing:** Acting without a license is also a frequently charged violation, often for negotiating or soliciting without a license, or a license that has lapsed. Fines can be significant and be against the company and individual licensee.
- **Trust Funds:** A review of recent DRE violations also indicate that trust fund handling by licensees engaged in sales and property management continues to be a major area of focus.

**New Law Affecting Settlements**  
(see sidebar article)

On July 1, 2013, statutory law will expressly prohibit licensees from

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## DRE & BRE: Not Always the Same When it Comes to Settlements

By Bill Simmons

When it comes to disputes that need to be settled, there will be a small but significant difference under the Bureau of Real Estate (BRE) at the Department of Consumer Affairs (DCA).

Suppose REALTOR® "Z" has hijacked your buyer and closed a purchase. You claim the commission under procuring cause. A letter setting forth your claim and asserting you'll take the matter to the DRE (soon the BRE) gets you nowhere. So you file for arbitration at SDAR. But now, under a change in procedure last year, you must mediate the dispute first, before the arbitration. At the mediation you decide to settle matter for less than you claim, rather than risk getting nothing at the arbitration.

But Z's attorney wants the settlement to contain a provision that says you won't file against Z at the BRE. Under the DRE, such a provision was not unusual in settlements, including those at the Real Estate Mediation Center (REMC - a division of SDAR). But under BRE, no longer -- at REMC or anywhere. Here's why.

There is a law applicable to all agencies under the DCA which prohibits such clauses (Business & Professions Code section 143.5). Settlements can't contain anything that would restrain someone from making a complaint, or that would require withdrawal of a complaint already filed. They are "void as against public policy." Furthermore, the licensee seeking such as provision is subject to discipline.

This law did not apply to the DRE. But it does to the BRE.

Mediators at REMC have been cautioned to advise parties about this (new) law when a REALTOR® seeks it in a settlement agreement.

So, any BRE licensee who settles a claim may still be investigated by the BRE, notwithstanding settlement. And this is likely to occur if later the other party chooses to file a claim -- no way to stop it. It is public policy that alleged malfeasance be reported, settlement of the matter or not.

Bill Simmons is Vice-Chair of the SDAR Mediation Committee and SDAR Past President (1997).

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## Are 'Pocket Listings' in Your Client's Best Interest?

What San Diego home seller wouldn't want their house promoted to the universe of buyers? Putting a house "out there" is the best way to get the market exposure, take advantage of all of the competition, and invariably achieve the highest selling price.

The first step toward this goal is usually to have the home added to the multiple listing service (MLS). Active real estate agents generally belong to the MLS, the main vehicle used to market listing properties to other agents and to potential buyers.

However, in today's local housing market, with historically low inventory of homes for sale, and buyers clamoring to move into, or up to, new homes to take advantage of low mortgage rates and to beat the rising trend in home prices, sellers are looking for any advantage.

Generally, a listing broker has an obligation to submit new listings to the MLS within two days after obtaining a signed listing agreement from a seller. Sometimes, however, a seller, for reasons of privacy (such as a celebrity or a judge) or if they're not totally serious about selling, may have an agreement with an agent to only market the property

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## 2013 PRESIDENT

LINDA LEE



It has been years since we started a summer with a market this hot, and I can safely say for everyone... it's about time!

We have all seen lately the multiple offers on properties, bidding wars, and listings being sold quickly, but the numbers also tell a very powerful story about the state of San Diego real estate. Last month the median sales price of an attached home rose 33% over year prior, and detached homes rose 23%. Across the board, there was a 10% increase in listings sold in May 2013 than in May 2012.

There is no question that May saw the early summer excitement. There was a 21% increase in total sales volume of attached homes from April to May, and a 17% increase in detached homes sales volume. That is an incredible increase from month to month, and I cannot wait to see what happens in June!

All of this adds up to a healthy economy. A healthy real estate market is pivotal to growth across the board. The National Association of REALTORS® (NAR) released the 2013 Commercial Real Estate Lending

Survey which is conducted annually and provides an overview of lending conditions that impact commercial transactions nationally. It highlighted that the first quarter gross domestic product expanded by 2.5 percent. The year-end brought closure to several sources of uncertainty. Housing continued to rebound, with housing starts recording a 27 percent gain for the year while new home sales rose 20 percent from 2011. Nationally, existing home sales grew by 9 percent during the year, with shrinking inventories driving up prices of existing homes. The survey continued to praise many fundamentals in our industry and the economy as a whole. In short: sales are up, consumer confidence is up, and the road ahead looks good.

Of course the rising prices and dwindling inventory has substantially changed the climate in which we do business. There is a lot of pressure to find good listings and to help buyers find the right home at the right price. Lately you may have heard a lot about pocket listings - listings that are not placed on an MLS. While not a new concept, pocket listings are growing in number; as many as 15 percent of homes offered for sale in 2012 were "off-MLS" listings, according to a public records study of certain California communities. Simply stated, a pocket listing is a property that is marketed without the benefit of being listed for sale on the MLS (i.e., "hidden" in an agent's pocket). While they can be done legally,

they can also adversely affect our low inventory market, and many real estate professionals believe that off-MLS listings may not be in the best interest of the seller, particularly if a client does not know about the benefits of marketing his or her property through the MLS. I encourage you to always exercise the highest degree of professionalism and adhere to the REALTOR® Code of Ethics.

Additionally, while it is easy to get preoccupied with the rush of business during the summer, let's all remember that new legislation is being considered everyday that could harm our industry. Keep an eye out for "red alerts" sent by NAR, C.A.R., and SDAR. Take a moment to follow up with a call or a letter to your representatives - your voice counts, and together we can be very persuasive.

Let's make the most of these summer months! Join SDAR at an upcoming event or attend any of our numerous educational opportunities. We are your partner and your advocate in good times and bad -- let's enjoy the good times!

including or permitting the inclusion in a settlement agreement of a civil dispute, a provision barring the other party from contacting, filing a complaint with, or cooperating with the Department of Consumer Affairs ("DCA"), or a bureau, board, or program within the DCA. Licensees also may not include or permit a provision for the other party to withdraw a DCA complaint.

A licensee violating these requirements is subject to disciplinary action. This new law also provides that any DCA board or bureau that takes disciplinary action against a license based on a complaint or report that is also the subject of a civil action that has been fully settled monetarily, cannot require the licensee to pay additional sums to someone who was a plaintiff in the civil action. This underscores the importance of having a legally valid settlement agreement when settling a dispute.

**Conclusion**

The BRE will likely conduct more investigations, file more Accusations, and demand higher amounts for cost recovery. While the BRE combats fraud in the market place, licensees need to pay special attention to the BRE's many technical requirements to avoid discipline.

*(An upcoming article will discuss what licensees can do to protect their license and what they should do if contacted by the BRE.)*

*Robert Muir, real estate transaction and litigation attorney, represents licensees before the DRE and is a member of SDAR's Risk Management Committee. He can be reached at [rm@muirlaw.com](mailto:rm@muirlaw.com).*

# The San Diego REALTOR®

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## Champions of Home Awards: For REALTORS® who go above and beyond for their clients

What is a "Champion of Home"? A Champion of Home makes as many phone calls as it takes, for as many years as it takes, to ensure a client keeps their home.

It's a REALTOR® who cuts through endless red tape, jumps through hundreds of hoops, and spends as many working hours as needed to help their client get the best possible price on their home. It's someone who fights for their clients, even when it's hard, because it's the right thing to do. A Champion of Home is a California REALTOR® who changes clients' lives for the better, who raises the standards for others, leads by example, and possesses unimpeachable ethics.

Champions of Home should be recognized for all they do, so we've created the brand new Champions of Home Awards to do just that. Now exceptional REALTORS® can be nominated for this new prestigious award and

truly be acknowledged for the service they provide to their industry.

Recipient(s) of the prestigious Champions of Home Award will be honored during California REALTOR® Expo 2013 in October. Their amazing stories will be told with a video snapshot shown at the award presentation, and a feature article in California Real Estate magazine.

We are now accepting nominations for our first annual Champions of Home Awards.

Brokers, colleagues, local associations, or even clients may nominate a member of the California Association REALTORS®, but members may not nominate themselves. To nominate someone for this award, download and complete an entry package. For eligibility requirements and more details, go to [www.car.org/members/cohawards](http://www.car.org/members/cohawards).

*Completed entry applications are due to C.A.R. by July 15, 2013.*

The summer months are officially here and in our business that means it is go time. Houses are selling fast, home prices are rising, and it looks like this trend will continue!

Your Greater San Diego Association of REALTORS® is committed to helping you succeed during these summer months. If you are a broker, we have a valuable resource for you -- take part in our Broker Circle. Your colleagues are taking advantage of this opportunity to discuss current news and trends and we welcome you to join in the event and contribute your topics for discussion. The next Broker Circles are June 25th at the Coronado Library, and July 22nd at our South County Service Center -- bring your thoughts on pocket listings and the changeover of the DRE to the BRE.

At a time when it is imperative that we do our best business in this busy market, it is fitting that the Women's Council of REALTORS (WCR) California State Chapter won Mega State Chapter of the Year from their national organization. SDAR is proud of this accomplishment from our partner organization and particularly proud of the San Diego chapter of WCR for winning "gold level" recognition. Our members rise to the challenge every year and we applaud the national recognition WCR is receiving this year.

Of course, with the increase of summer activity, it is more important than ever that we remember that community is everything. REALTORS® are especially invested in the community and so many of our members are shining examples of what volunteerism is all about. SDAR is an advocate for volunteerism, and we are soliciting your nominations for Community Volunteer Recognition. Send us your rec-



MICHAEL T. MERCURIO

ommendations for a REALTOR® that has gone above and beyond to donate their time and talents to charitable organizations. You can find the nomination form on our website. Volunteers will be acknowledged at the Member Appreciation Day this September.

Lastly, our industry is a focal point of regulation -- local, state, and federal -- and SDAR is committed to making your voice heard. On May 31st we hosted a meeting with Congresswoman Susan Davis (D-53). This event was a wonderful opportunity for our members to discuss important matters with a local congressional representative. The opportunity to speak openly with, and to be heard by, an elected official is always productive and helps to have the REALTOR® voice heard in our community. This event, Coffee with Congresswoman Susan Davis, was just that, and those who were able to attend benefited immensely!

This summer promises to be one for the books, and SDAR is here to partner with you! As always, we strive to be the trusted voice of real estate in San Diego County!

*Michael T. Mercurio*

## BOARD OF DIRECTORS HIGHLIGHTS OF MAY 2013 MINUTES

• **President's Report:** Linda Lee announced that all bylaw amendments on the special election ballot passed, opening a new chapter for SDAR in the election process for officers. She also expressed that the annual REALTOR® Expo on April 19 was an unqualified success. Lee presented a special appreciation plaque to 2012 President Donna Sanfilippo in recognition of her work on the REALTORS® Political Affairs Committee.

• **Treasurer's Report:** Glenn Bennett reported that SDAR currently has 9,400 members and 10,600 MLS participants, and that non-dues revenue is doing well.

• **Chief Executive Officer's Report:** Mike Mercurio reported that the Rancho Bernardo Service Center will be moving to a new location just to the north off of I-15.

• **Committee Business:** Upon recommendation of the Professional Standards Committee, the Board unanimously adopted a resolution that allows SDAR to publish names

pursuant to the following procedures: If a member is found in violation of the Code of Ethics a second time within a three-year time period, the member's name, the fact that the member has been found in violation of the Code of Ethics, the Article(s) violated, and the discipline imposed shall be published in the official communication vehicle of the Association. Such publication shall not include the name of the firm the member is, or was, licensed or affiliated with. In cases where the member's name is similar to another Association member's or MLS participant's or affiliate's name, the member's real estate license number or office address (or both) may also be published.

Upon recommendation of the REALTORS® Political Affairs Committee, the Board endorsed with support: Bonnie Dumanis for San Diego County District Attorney; Ernest Dronenberg, Jr., for San Diego County Assessor Recorder-Clerk; Myrtle Cole for San Diego City Council District 4.

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# Brats, Beer, and Baseball Bats – a Commercial Event

The Commercial Real Estate Alliance of San Diego (CRASD) invites you to a “Night at the Ballpark” on Thursday, July 11, featuring the Padres versus Giants baseball game at Petco Park.

CRASD has reserved the new Skyline Patio at Petco for the event. Networking begins at 5:30 p.m. with the game starting at 7:10 p.m. Admission includes VIP access to the patio for a great view of the game, and all you can eat for only \$35.

**Register at [CRASDPadresGameNight.eventbrite.com](https://www.eventbrite.com), but hurry because seats are very limited!**



CRASD is your local industry advocate and information source in commercial real estate. It provides information and services to its members to aid in their day-to-day business lives. It also provides great networking opportunities through special programs such as Lunch & Learns, education classes, Deal Maker Awards and the property marketing expos. Visit [crasd.com](http://crasd.com).

## MAY REALTOR® APPLICANTS

The following people have applied for membership in the Greater San Diego Association of REALTORS®. Any objections to the admittance should be addressed in writing to the Greater San Diego Association of REALTORS®, P.O. BOX 85586, San Diego, CA, 92186-5586.

### DESIGNATED REALTORS®

Daoud Bakr - Daoud Bakr  
Jennifer Cotton - Arcadian Property Group  
Saby David - Saby Ben David  
Andrew Gordon - Andrew Louis Gordon  
Brian Haley - BLHC, Inc.  
Kristopher Lingo - Security Trust Deed Service  
Catherine Nguyen - Nguyen Real Estate  
Kristiana Nguyen - Kristiana Nguyen  
John Parkes - John Parkes  
James Parks - James W. Parks  
Randall Schlake - H.R.Schlake Real Estate Services  
Thomas Shanner - Shanner and Associates  
Lisa Storey - Premier Property Management  
Ahren Tiller - Ahren Tiller  
Khang Vu - Khang Kim Vu, Broker

### REALTORS®

Ghassan Aboukhater - Prudential California Realty  
Ashley Anderson - Bell & Associates Realty Group  
Katie Anderson - Keller Williams SD North Inland  
Marwan Agrawi - Keller Williams Realty  
Aurel Balaianu - Pacific Sotheby's Int'l Realty  
Michelle Bankhead - Full Realty Services, Inc.  
Lynda Barker - Prudential California Realty  
Susan Bell - Keller Williams SD Central Coastal  
Jaimie Bennett - RE/MAX Coastal Properties  
Ryan Blanco - Big Block Realty, Inc.  
Alison Bliss - Keller Williams SD North Inland  
Kacy Bonifacini - Century 21 Award  
Demetre Booker - American Dream Homes  
James Boyte - Trinity Real Estate Services  
Sarah Butterworth - Prudential California Realty  
Rio Cameron - Keller Williams Carmel Valley  
Mayra Canales - City Consulting Group  
Timothy Carlin - Parkview Investment & Loan  
Anthony Chadwell - Coldwell Banker Residential  
Linda Conner Winn - Prudential California Realty  
Steven Cook - Coldwell Banker Res. Brokerage  
Wendela Cook - California Coast & Country Homes  
Mark Cooper - Three Frogs Real Estate  
Phillip Davy - Keller Williams SD North Inland  
Cassandra De Laurentis - Lee Mather Company  
Jeffrey Dean - Keller Williams SD Metro  
Asad Dehghani - Priority 1st Realty  
Andrea Dinwiddie - Mavrix Real Estate, Inc.  
Michael Drew - Military Mutual  
Richard Dunham - Real Living Lifestyles  
Catalina Duque - Vella Properties  
Cynthia Elizondo - Meridian Realty

Kevin Elliott - California Elite Realty  
Lauren Empey - Keller Williams SD Central Coastal  
Rosalia Erwinasari - Regent Properties  
Raul Falcon - ERA Eagle Estates, Inc.  
Jenean Fear - Paul A. Hanks Realty & Brokerage  
Hua Feng - Prudential California Realty  
Len Fiamingo - Keller Williams Realty La Jolla  
Lauren Forster - Pacific Sotheby's Int'l Realty  
Kathryn Fuller-Rost - Prudential California Realty  
Anna Gaylord - Burke Real Estate Consultants  
Blair Golden - Coldwell Banker Residential  
Nemanja Gopic - Keller Williams SD Central Coastal  
Linda Graham - Team Kane Realty  
Nichole Gregory - Pacific Sotheby's Int'l Realty  
Shana Gridley - Crescent Bay Properties, Inc.  
Elisa Gu - Harcourts Pacific Realty  
Cecilia Guerrero de Zavala - Burke Real Estate Consultants  
Cem Gundogar - Torre Real Estate Group  
Steve Hall - RE/MAX United  
Lela Hankins - RE/MAX United  
Curt Heidenreich - Premier Property Management  
James Herrmann - Keller Williams Realty  
Afshin Homayoonmehr - Prudential California Realty  
Aleka Hudgens - Keller Williams SD Metro  
Kelly Hughes - Academy Properties  
Cindi Joseph - Keller Williams SD Metro  
Neva Kaye - Pacific Sotheby's Int'l Realty  
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Scott Springer - Keller Williams Carmel Valley  
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Lacy White - San Diego Real Estate & Inv.  
Brandon Wilcox - Keller Williams SD Metro  
Jane Williams - HomeSmart Realty West  
Ron Yaeli - ARG Abbott Realty Group  
Travis Yaldo - Keller Williams Carmel Valley  
Hannele Yrjola - Keller Williams Realty  
Huei-Chen Yu - New Century Realty & Lending

### Secondary Members

#### DESIGNATED REALTORS®

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John Anselmo - John Anselmo  
David Boe - Boe Real Estate  
Terra Bruns - Bella Terra Realty  
Amir Cackovic - American Green Realty  
Michael Ford - EncinitasHomes.com  
Jeff Harris - Priority 1st Realty  
Esther Hylan - Camino Realty  
Irma Nunez - Mission Real Estate  
Rossana Pestana - RE/MAX Homes & Investments

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# GreenpathFunding

## THE PREMIERE PURCHASE LENDER



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# A VIEW FROM THE WORLD OF WINDOWS

By Regina P. Brown

The view, the vista, the vision... that's what it's all about in San Diego, isn't it. "Our listing has a view of the valley and hills!" "View of the vineyard." "Breathtaking view of the ocean and seascape."

So let's shine up those windows on our listings while we learn the window lingo. When our clients ask us, "Which window frames that fabulous view?" we can answer with confidence and certainty.

Our "terms" topic this month features various types of windows and their related accessories. Below are some phrases you may see in an MLS listing or hear at an open house. Become familiar with these buzz words and position yourself as the industry expert!

## WINDOW TYPES

**Awning Window:** A horizontal-shaped casement window that is hinged on top. The panel (sash) swings outward. When opened, the shape resembles an awning, hence its name. Traditional awning windows are often found on older buildings and can lend charm and character.

**Bay Window:** A series of 3 or more window panels that project out of the main floor space into a separate "bay". They are installed at angles and form a polygon shape protruding from the wall area. "Oriel" is a type of bay window found in Tudor-style homes, but instead of extending to the ground, the windows are supported by corbels or brackets.

**Bow Window:** A bay window with a twist: instead of the windows set at angles, they are curved. Typically consists of a series of 4 or more windows arranged in an arch pattern. More expensive architecture than bay windows, often hand-crafted by local artisans.

**Casement Window:** The panel (sash) opens by turning a crank on the hinged side, and the sash swings either in or out. Although a casement window may be top-hung or bottom-

hung, it is most often installed as side-hung.

**Clerestory Window:** Roof-level windows that allow light into the room. These windows, placed above eye level, provide privacy and daylight

attics and top floors in a multi-level home. They also provide additional headroom and a more open floor plan for upper stories.

**Double-Hung Window:** A window with 2 sashes placed vertically, and

**Louvre Window:** A window comprised of parallel glass or acrylic horizontal slats which may open and close. They are angled with a downward slope to deflect rain and wind, but allow indirect sunlight. Also known as a jalousie window, louvre windows are often found in tropical homes.

**Picture Window:** An extra-large window that provides a broad outside view and lets in a lot of light. Picture windows are usually non-opening (inoperable) windows. Often single paned and typically do not contain any glazing bars which may mar the fabulous view. They are called "picture" windows because the large window is intended to provide a wide view of the outdoors, similar to a picture frame.

**Single-Hung Window:** A window with 2 panels (sashes), arranged vertically to each other, wherein the top panel is fixed and the bottom panel opens. It may open by sliding up, or at the top (if it is hinged on the bottom). Single-hung windows were the original style of windows installed in the early 1900's before double-hung windows were devised. Compare to Double-Hung Window.

**Stained Glass Window/Leaded:** Small pieces of leaded glass separated by lead glazing bars. Frequently seen in Victorian era homes, stained glass pieces are arranged in a pattern or architectural style. Stained glass windows are hand-crafted and difficult to replace. They are valued for their character and artistry.

**Transom Window:** A window installed above other windows, or above a door opening. It may be either an external or an internal window. The main purpose of a transom window is to bring light into a room, so it is usually a fixed window which is not operable. However, some transom windows open on hinges to allow ventilation between rooms. A transom window may be a decorative style technique.

## CONSTRUCTION & ACCESSORIES

**Bars:** Metals bars installed across a window for safety and security. Often arranged together as a decorative wrought iron pattern. Prospective buyers viewing homes with bars across the windows, may perceive the home as being located in an unsafe neighborhood with high crime.

**Blinds (built in):** A luxurious type of window that contains horizontal mini-blinds encased between the 2 dual panes of a window. Blinds are opened and closed via a slide knob on the side of the window. These types of windows are popular because the blinds are never damaged, they stay in perfect condition without bending, rusting, or collecting dust. These windows are preferred by folks who strive for a dust-free home without allergens.

each sash is able to be opened. The most typical style is a glider window; both upper and lower panes slide up and down. An alternate style is when sashes are hinged on the bottom and open outward on the top of each sash. Traditional homes built before 1960 will often feature double-hung windows. Compare to Single-Hung Window

**Fanlight Window:** A half-circle window shaped like a fan with "spokes" radiating from the center. Fanlight windows do not open, because they are used as decorative windows over doors or other windows.

**French Window:** A pair of 2 panels (sashes) hinged on the right and left sides of the window, and both panels open to the middle. This creates a "French door" effect. The window is latched in the middle. May have a lattice pattern. Sometimes a French door that overlooks a patio or terrace is referred to as a French window.

**Glider/Sliding Window:** Window with a gliding sash (window panel) that slides back and forth to open and close. May slide horizontally or vertically, although horizontal sliding is more typical. Gliders are the most common types of modern windows in new construction.

while reducing the need for electric powered lights. Although a recent trend towards and green energy has fueled the demand for passive solar light, Clerestory windows originated from traditional European churches. Also known as clearstorey, clearstory, or overstorey.

**Dormer Window:** Set into the sides of a roof, a dormer window provides light and sometimes ventilation for



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## Community Volunteer Recognition: Are You Making a Difference?

Are you or your colleagues making a difference in the community? SDAR is acknowledging individual and companies that donate time and talents to charitable organizations. Your charitable organization will be listed and promoted at SDAR's Membership Appreciation Day on Friday, September 13, at the Sheraton Hotel Harbor Island.

### Don't be modest... think of the benefits!

- Create awareness of the charity or organization
- Encourage participation by new volunteers
- Increase donations to the charity or organization

Self-nominations are accepted. We also ask that you submit a head-and-shoulder photo or company logo (digital or hard copy) that will be returned upon request.

Deadline to submit nominations is Friday, August 23. Visit [www.sdar.com/VolunteerRecognition](http://www.sdar.com/VolunteerRecognition) for an online form or fax-back form. For more information, call Shirley at (858) 715-8041.

## Thirsty Thursday Event on June 27 Heads to Societe Brewing Company

Expand your networks by joining SDAR's Young Professionals Network at a local craft brewery on Thursday, June 27, from 5:00 p.m. to 7:00 p.m. Enjoy handcrafted IPA's, Belgian-

inspired brews, and wine-barrel aged sours at Societe Brewing Company, 8262 Clairemont Mesa Boulevard, San Diego, CA 92111.

Thirsty Thursday mixers are hosted by YPN every fourth Thursday of the month. You don't have to be a member to attend, but registration is required. Visit [ypnthirstythursday.eventbrite.com](http://ypnthirstythursday.eventbrite.com) to register or for more details.

## Networking Mixer on August 7 to Help you Reach Global Market

SDAR's Global Real Estate Council invites you to join other international real estate professionals for a free networking event and discussion. The event will be held at the Jasmine Seafood Restaurant, 4609 Convoy Street in Kearny Mesa on Wednesday, August 7 from 5:00 p.m. to 7:00 p.m.

Guest Speaker is Jim Park, President Asian Real Estate Association of America (AREAA). Taste delightful Cantonese appetizers and learn more about growing your business with international clients. To register for free, visit [grecmixer.eventbrite.com](http://grecmixer.eventbrite.com).

The Global Real Estate Council supports those who practice international real estate, provides educational and networking opportunities, and encourages cultural diversity.

## Annual Golf Tournament on Oct. 1 Will Benefit San Diego Charities

The 7th Annual Charity Golf Tournament benefitting SDAR's Ambassadors Foundation is set for Tuesday, October 1, at The Crosby at Rancho Santa Fe. Proceeds support local charities serving the San Diego community, including The Angel's Depot, It's All About the Kids, PAWS San Diego, Second Chance, and Homefront San Diego.

The entire course is reserved for this event. Registration begins at 10:00 a.m., followed by lunch and contests. Shotgun tee time is 12:00 p.m. The evening events begin at 5:30 p.m. with a cocktail reception and silent auction, followed by dinner, a live auction and awards.

The player fee is only \$159 (early-bird price through July 15), and includes green fees, shared golf cart, lunch, dinner, and more. Non-golfers are encouraged to attend the evening events – dinner-only tickets are \$65. Voluntary donations are always welcome.

For registration and more information, visit [SDARgolf.eventbrite.com](http://SDARgolf.eventbrite.com). To learn about the Ambassadors Foundation, visit [www.ambassadorsfoundation.org](http://www.ambassadorsfoundation.org).

**Dual Pane:** Two glass panes of glass separated by air or invisible gas material. The purpose of dual pane windows is to insulate the building by not allowing heat or cold to escape through the windows. The insulating gas frequent used between the 2 panes is "argon". (Note: compare to single pane window).

### Fixed (non-operable):

Windows that are not able to be opened for ventilation. The purpose of a non-operational window is to allow sunlight into a room, or to give a view of the outside.

**Flashing:** A piece of metal or other material, installed on top of the window and around the edges. Its purpose is to prevent water damage from the window by forming a barrier shield around the window. Windows without flashing can suffer from dry rot, termite infestation, and damage to the walls.

**Frame:** The wood or metal exterior of a window pane which holds the entire panel in place.

**Grilles:** Grilles are bars of wood or vinyl that separate the window into smaller squares, or that give the appearance of several smaller windows. GBG = "grilles between the glass".

**Hardware:** Metal and other window accessory parts, including hinges, pul-

leys, pivots, locks, fasteners, lifts, and pivots.

**Header:** The wood support beam above a window. The header beam is larger than most of the other beams. Its purpose is to provide the building with strong support around window openings. If the header is cut, it may compromise the integrity of the building.

**Jamb:** Sides and top of a window framing that support the opening structurally. May be part of the interior window trim.

**Lintel:** A horizontal stone or beam across the top of a window, designed as an architectural ornament. It may also function as a load bearing beam.

**Low E Glass:** For "greenies" seeking an energy-efficient home, the Low E Glass features low emissivity, which reduces infra-red rays and reduces ultra-violet light. They help to protect carpet and furniture from fading. These windows are often used for large south-facing window which receive a lot of direct sunlight. Another similar type of glass is Passive Solar (Low-E 180). These windows are premium products which are slightly more expensive than regular windows.

**Sash:** A window panel that is able to be opened, typically a sliding glass panel. Can be framed with wood,

vinyl, metal, or fiberglass.

**Screen:** A fine metal mesh panel, inserted behind a window, which allows ventilation through open windows but keeps the insects from entering.

**Shutters:** Window shutters are wood louvers, either decorative that frame a window, or functional that close to block light from a room. Some shutters are doubled on each side, and swing to close with hinges in between each pair.

**Sill:** A wooden, stone, or manufactured material that goes across the bottom of the window opening and forms the window base. The sill can be inside, outside, or both. The slat should slope away from the window to keep water and moisture from damaging the window.

**Storm Windows:** A window specially designed to protect the occupants against tornados, hurricanes, and other severe, stormy weather. Often seen in southeast homes and in Atlantic tropical locations.

**Tempered Glass:** Manufactured so that if it breaks, there are no jagged edges. It's safer and in case of emergency, people will not be hurt easily. Most building safety codes require low windows to have tempered glass.

**Trim:** Decorative material around a window which is also practical for insulation around the window, both exterior and interior. Trim can be made with wood, vinyl, or factory-created materials. Adding architectural quality trim is a simple way to update the décor and curb appeal of a home.

**Vinyl Windows:** Windows that are encased in vinyl (often white) rather than traditional metal or wood. Vinyl is used more frequently because it is affordable, durable, and does not deteriorate as quickly. Most newer vinyl windows are dual-paned glass with high energy efficiency ratings.

### CONCLUSION

Who knew there were so many window types? Now that you know the difference between bay windows and bow windows, Low E glass and tempered glass, you can impress your clients!

So shine those windows squeaky clean and let that fabulous view be the star of the show. Remember: The better the view, the higher the value!

*Regina P. Brown is an actively practicing real estate broker and trainer/instructor at RealtyPro Academy, which offers continuing education and professional development courses online.*



MAY STATISTICS DETACHED HOMES

Current Year - 2013							Previous Year - 2012						
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*			SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	25	90	69	84	\$469,000	\$435,750	13	78	109	81	\$390,000	\$390,000
91902	Bonita	22	89	67	65	\$567,000	\$499,900	19	76	110	86	\$425,000	\$416,000
91905	Boulevard	0	7	0	72	\$0	\$111,500	0	5	0	213	\$0	\$110,000
91906	Campo	2	27	19	124	\$148,500	\$135,000	6	35	110	87	\$147,500	\$131,000
91910	Chula Vista	44	193	62	72	\$381,250	\$360,000	42	173	78	85	\$338,000	\$317,555
91911	Chula Vista	39	170	59	69	\$375,000	\$330,000	46	179	60	88	\$268,500	\$268,000
91913	Chula Vista	47	191	88	100	\$450,000	\$405,000	38	213	129	103	\$374,500	\$368,000
91914	Chula Vista	21	100	56	76	\$580,000	\$527,560	21	103	111	110	\$447,000	\$445,500
91915	Chula Vista	24	143	94	86	\$477,500	\$410,000	38	195	114	128	\$348,500	\$360,000
91916	Descanso	2	13	119	104	\$125,000	\$210,000	2	11	82	63	\$377,925	\$286,000
91917	Dulzura	2	3	216	160	\$475,000	\$250,000	0	1	0	156	\$0	\$260,000
91931	Guatay	0	0	0	0	\$0	\$0	0	1	0	140	\$0	\$120,000
91932	Imperial Beach	10	44	58	61	\$321,400	\$325,650	9	53	112	116	\$275,000	\$290,000
91934	Jacumba	2	4	124	124	\$50,500	\$64,500	1	6	49	51	\$100,000	\$71,000
91935	Jamul	8	24	41	74	\$445,000	\$439,500	9	46	181	110	\$398,000	\$389,000
91941	La Mesa	43	153	79	60	\$460,000	\$460,000	37	153	60	80	\$370,000	\$392,000
91942	La Mesa	46	152	27	47	\$406,250	\$383,000	19	106	50	78	\$345,000	\$317,500
91945	Lemon Grove	23	106	56	82	\$295,000	\$281,803	26	104	58	74	\$250,000	\$250,000
91948	Mount Laguna	0	1	0	118	\$0	\$140,000	1	3	47	183	\$203,000	\$192,000
91950	National City	20	108	49	75	\$285,000	\$249,500	18	101	69	87	\$195,500	\$205,000
91962	Pine Valley	0	10	0	118	\$0	\$315,000	0	8	0	88	\$0	\$207,950
91963	Potrero	1	2	258	135	\$189,000	\$194,500	0	1	0	125	\$0	\$206,500
91977	Spring Valley	57	244	44	56	\$315,000	\$309,138	51	216	61	73	\$265,000	\$254,950
91978	Spring Valley	10	27	93	95	\$371,250	\$360,000	9	25	44	74	\$360,375	\$320,000
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	6	27	73	81	\$490,000	\$555,000	2	19	42	127	\$642,500	\$500,000
92004	Borrego Springs	9	38	136	106	\$270,000	\$191,250	7	29	110	99	\$100,000	\$120,000
92007	Cardiff By The Sea	8	32	62	67	\$1,110,000	\$1,040,000	6	32	32	70	\$1,189,000	\$857,500
92008	Carlsbad	20	81	56	48	\$680,500	\$652,500	18	86	52	82	\$555,000	\$533,450
92009	Carlsbad	67	243	29	47	\$775,000	\$766,000	51	210	58	82	\$722,000	\$680,000
92010	Carlsbad	18	62	45	39	\$592,500	\$548,725	10	42	98	75	\$532,500	\$505,000
92011	Carlsbad	21	108	24	39	\$917,000	\$769,253	23	107	55	83	\$638,000	\$695,000
92014	Del Mar	17	67	59	69	\$1,268,000	\$1,425,000	19	64	94	116	\$1,050,000	\$1,250,000
92019	El Cajon	35	139	60	76	\$410,000	\$400,000	36	138	68	87	\$397,500	\$375,000
92020	El Cajon	37	160	57	58	\$385,000	\$385,000	32	134	71	68	\$288,500	\$306,000
92021	El Cajon	57	208	51	66	\$349,000	\$340,500	33	180	86	98	\$270,000	\$281,000
92024	Encinitas	49	186	27	45	\$771,000	\$802,000	51	169	73	77	\$800,000	\$800,000
92025	Escondido	32	152	49	51	\$360,000	\$400,000	39	123	97	91	\$291,000	\$310,000
92026	Escondido	58	224	50	77	\$390,000	\$373,700	50	216	96	99	\$334,500	\$313,750
92027	Escondido	50	213	66	62	\$361,000	\$340,000	56	242	77	97	\$282,500	\$258,500
92028	Fallbrook	74	295	64	80	\$412,500	\$410,000	41	229	111	98	\$342,000	\$317,000
92029	Escondido	24	106	54	57	\$625,000	\$557,500	23	83	60	97	\$515,000	\$560,000
92036	Julian	5	26	50	129	\$205,000	\$200,000	7	26	197	185	\$299,000	\$242,500
92037	La Jolla	41	145	66	70	\$1,501,000	\$1,495,000	26	132	78	102	\$1,359,500	\$1,400,000
92040	Lakeside	36	168	47	70	\$376,500	\$341,750	24	121	92	76	\$325,190	\$305,000
92054	Oceanside	21	100	63	76	\$430,000	\$409,500	22	106	73	96	\$313,500	\$345,000
92056	Oceanside	46	191	42	51	\$400,000	\$385,000	47	189	70	90	\$336,500	\$325,000
92057	Oceanside	56	262	59	66	\$420,988	\$378,250	57	230	88	92	\$350,000	\$335,000
92058	Oceanside	18	58	42	58	\$380,000	\$330,500	14	66	71	113	\$277,500	\$280,800
92059	Pala	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92060	Palomar Mountain	0	3	0	56	\$0	\$72,500	1	3	46	152	\$75,000	\$219,900
92061	Pauma Valley	2	7	35	96	\$632,500	\$399,000	1	8	314	385	\$250,000	\$310,000

		Current Year - 2013						Previous Year - 2012					
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	62	217	53	55	\$652,500	\$585,000	42	200	67	84	\$498,000	\$454,500
92065	Ramona	42	201	58	77	\$357,950	\$350,000	36	177	88	105	\$301,250	\$312,500
92066	Ranchita	0	1	0	474	\$0	\$159,800	1	3	26	85	\$144,900	\$135,000
92067	Rancho Santa Fe	27	89	117	122	\$2,088,880	\$2,100,000	25	78	135	168	\$2,350,000	\$2,142,500
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	36	154	39	52	\$397,500	\$402,500	42	167	74	83	\$350,500	\$335,000
92070	Santa Ysabel	0	0	0	0	\$0	\$0	0	6	0	67	\$0	\$289,500
92071	Santee	35	191	38	45	\$381,000	\$359,900	37	165	101	76	\$301,000	\$300,000
92075	Solana Beach	9	47	29	78	\$975,000	\$1,072,500	4	36	11	100	\$860,000	\$905,000
92078	San Marcos	45	199	52	56	\$560,000	\$550,000	49	201	61	84	\$480,000	\$460,000
92081	Vista	24	102	81	58	\$425,500	\$395,000	20	111	96	94	\$326,500	\$340,000
92082	Valley Center	25	98	62	71	\$429,900	\$455,000	18	77	75	92	\$425,000	\$367,000
92083	Vista	28	107	46	63	\$368,995	\$343,000	19	100	88	90	\$260,000	\$256,000
92084	Vista	31	150	62	62	\$439,000	\$395,000	35	148	83	82	\$301,000	\$303,750
92086	Warner Springs	1	4	32	152	\$125,000	\$144,200	2	3	157	143	\$232,500	\$175,000
92091	Rancho Santa Fe	2	18	44	94	\$1,562,500	\$2,125,000	2	12	275	120	\$2,156,000	\$2,200,000
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	1	1	23	23	\$600,000	\$600,000	0	1	0	217	\$0	\$405,000
92102	San Diego	21	78	49	66	\$290,000	\$298,150	13	73	71	82	\$265,000	\$250,000
92103	Mission Hills	18	78	32	42	\$807,500	\$747,500	13	57	67	84	\$675,000	\$612,500
92104	North Park	34	120	36	40	\$552,500	\$523,600	27	91	47	60	\$421,000	\$421,000
92105	East San Diego	26	110	46	64	\$270,000	\$265,000	21	99	67	95	\$205,000	\$215,000
92106	Point Loma	27	101	58	48	\$812,000	\$820,000	21	72	88	73	\$650,000	\$662,500
92107	Ocean Beach	16	53	32	49	\$832,000	\$765,000	17	61	78	70	\$630,000	\$636,000
92108	Mission Valley	1	4	18	54	\$534,000	\$498,500	1	3	80	130	\$429,900	\$425,000
92109	Pacific Beach	20	81	40	54	\$783,000	\$785,000	18	57	54	97	\$804,500	\$712,000
92110	Old Town SD	6	37	15	44	\$560,000	\$565,000	15	58	61	69	\$585,000	\$500,000
92111	Linda Vista	19	78	25	43	\$480,000	\$433,250	23	93	39	55	\$380,000	\$356,000
92113	Logan Heights	11	60	69	70	\$232,000	\$231,000	15	61	46	67	\$200,000	\$188,500
92114	Encanto	43	250	57	70	\$290,000	\$278,000	55	274	74	78	\$225,516	\$219,000
92115	College Grove	46	196	38	49	\$402,500	\$388,000	31	168	108	90	\$352,000	\$335,000
92116	Normal Heights	22	71	58	46	\$485,500	\$480,000	25	78	81	52	\$415,000	\$422,500
92117	Clairemont Mesa	30	154	22	30	\$485,000	\$460,000	35	162	56	71	\$403,000	\$387,500
92118	Coronado	16	64	126	79	\$1,561,000	\$1,355,000	19	57	98	86	\$1,580,000	\$1,335,000
92119	San Carlos	21	104	49	51	\$460,000	\$446,950	18	83	26	52	\$415,000	\$400,000
92120	Del Cerro	27	122	52	48	\$500,000	\$484,000	25	106	60	70	\$440,000	\$420,000
92121	Sorrento	4	14	7	17	\$870,000	\$782,500	4	8	23	30	\$672,000	\$670,000
92122	University City	18	61	28	38	\$715,000	\$670,000	10	49	39	46	\$637,500	\$630,000
92123	Serra Mesa	14	81	16	41	\$441,500	\$415,000	10	63	45	59	\$370,000	\$380,000
92124	Tierrasanta	10	55	13	44	\$593,729	\$559,000	14	53	94	76	\$488,500	\$489,000
92126	Mira Mesa	34	171	33	54	\$454,500	\$420,000	44	195	82	86	\$352,500	\$345,000
92127	Rancho Bernardo	56	208	30	55	\$827,250	\$786,000	57	218	93	109	\$678,500	\$679,250
92128	Rancho Bernardo	61	240	27	37	\$600,000	\$560,000	48	203	65	81	\$473,750	\$475,000
92129	Rancho Penasquitos	43	166	32	45	\$645,000	\$602,500	39	162	62	77	\$525,000	\$530,000
92130	Carmel Valley	60	230	24	41	\$989,000	\$979,951	40	166	79	83	\$840,000	\$825,000
92131	Scripps Miramar	38	123	20	41	\$742,750	\$725,000	46	123	61	67	\$672,500	\$651,000
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	16	87	62	84	\$291,500	\$290,000	20	102	83	89	\$257,500	\$246,500
92145	Miramor	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	38	184	98	87	\$322,500	\$315,500	40	177	114	103	\$266,200	\$272,000
92173	San Ysidro	3	26	85	52	\$362,000	\$312,500	1	20	71	60	\$290,000	\$245,500
GROUP TOTAL COUNTS:		2422		10188				2198		9553			

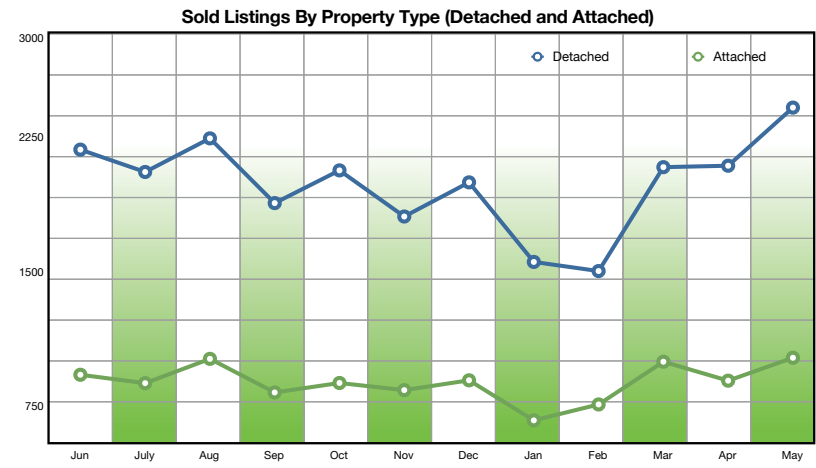
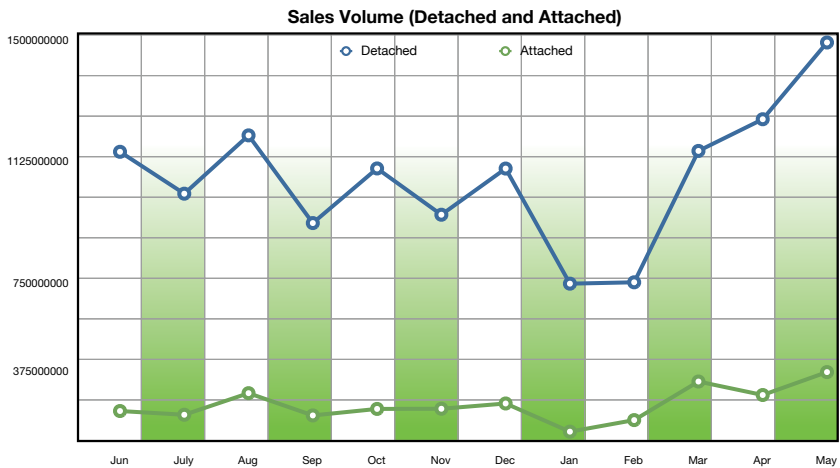
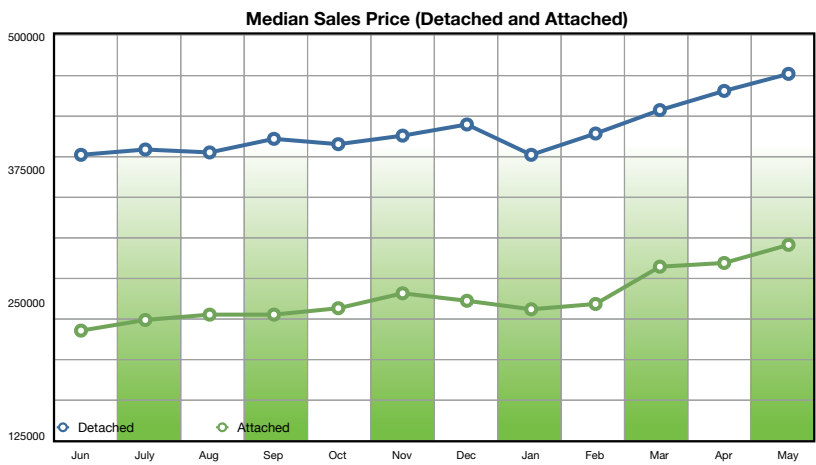
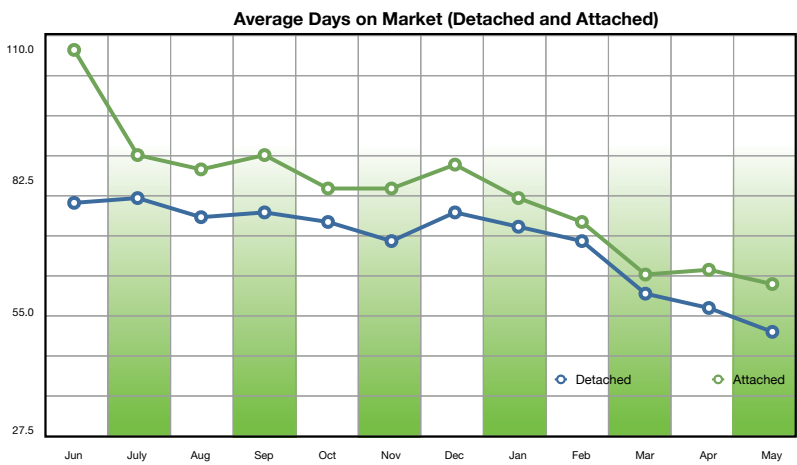


MAY STATISTICS ATTACHED HOMES

		Current Year - 2013						Previous Year - 2012					
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	1	7	165	86	\$175,000	\$163,000	0	11	0	85	\$0	\$112,000
91902	Bonita	2	14	76	80	\$307,500	\$255,500	0	9	0	55	\$0	\$184,400
91905	Boulevard	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91906	Campo	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91910	Chula Vista	13	67	48	95	\$255,000	\$201,000	15	63	90	81	\$165,000	\$165,000
91911	Chula Vista	10	49	75	72	\$170,000	\$172,500	20	59	90	100	\$137,500	\$145,000
91913	Chula Vista	19	93	100	111	\$219,000	\$210,000	26	102	123	124	\$179,057	\$189,500
91914	Chula Vista	8	32	55	68	\$257,000	\$241,275	5	26	173	139	\$239,000	\$226,450
91915	Chula Vista	13	82	49	93	\$295,000	\$247,495	19	68	126	112	\$220,000	\$219,500
91916	Descanso	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91917	Dulzura	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91932	Imperial Beach	10	19	130	121	\$227,500	\$206,000	11	30	89	110	\$121,000	\$165,950
91934	Jacumba	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91935	Jamul	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91941	La Mesa	2	10	4	29	\$171,500	\$191,000	3	12	19	60	\$146,500	\$146,500
91942	La Mesa	10	52	35	55	\$219,000	\$200,000	12	63	84	98	\$160,500	\$161,000
91945	Lemon Grove	3	5	99	93	\$140,000	\$137,000	2	5	32	83	\$100,500	\$112,000
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91950	National City	1	19	4	86	\$255,000	\$123,000	4	21	66	129	\$121,500	\$109,000
91962	Pine Valley	0	0	0	0	\$0	\$0	0	1	0	13	\$0	\$18,000
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91977	Spring Valley	6	47	69	102	\$134,000	\$132,000	5	42	77	114	\$144,000	\$117,500
91978	Spring Valley	4	14	38	82	\$192,500	\$172,000	0	9	0	120	\$0	\$136,000
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	3	9	103	77	\$125,000	\$157,000	3	9	18	92	\$170,000	\$141,500
92004	Borrego Springs	2	14	161	114	\$74,050	\$109,550	5	10	124	125	\$99,500	\$78,750
92007	Cardiff By The Sea	3	18	14	56	\$499,000	\$406,750	5	23	45	51	\$399,000	\$395,000
92008	Carlsbad	5	39	36	68	\$780,000	\$395,000	11	40	144	117	\$445,000	\$363,500
92009	Carlsbad	34	128	51	70	\$355,950	\$335,000	22	118	80	101	\$304,950	\$271,000
92010	Carlsbad	5	32	50	69	\$290,000	\$315,000	8	41	112	123	\$287,500	\$299,000
92011	Carlsbad	10	43	29	43	\$487,124	\$472,359	8	32	86	77	\$367,000	\$382,500
92014	Del Mar	7	26	81	71	\$495,000	\$500,000	10	28	151	104	\$537,000	\$425,000
92019	El Cajon	16	69	53	72	\$185,150	\$200,000	7	50	98	93	\$172,750	\$166,500
92020	El Cajon	11	49	107	115	\$145,000	\$125,000	8	52	115	130	\$115,750	\$109,000
92021	El Cajon	11	39	76	72	\$138,000	\$130,000	12	62	123	95	\$110,000	\$110,000
92024	Encinitas	16	79	42	41	\$510,000	\$460,000	16	82	113	108	\$310,000	\$331,250
92025	Escondido	7	28	44	47	\$200,000	\$175,000	2	30	88	83	\$75,000	\$125,000
92026	Escondido	8	40	53	51	\$218,700	\$186,500	8	41	89	147	\$155,051	\$155,000
92027	Escondido	4	22	77	73	\$119,575	\$116,000	10	32	77	88	\$115,800	\$113,000
92028	Fallbrook	3	11	109	92	\$155,000	\$155,000	1	7	190	64	\$122,500	\$95,000
92029	Escondido	1	5	7	7	\$310,000	\$292,000	1	3	176	107	\$160,000	\$160,000
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92037	La Jolla	52	181	60	64	\$622,000	\$592,500	31	112	114	121	\$475,000	\$467,000
92040	Lakeside	6	24	36	33	\$125,750	\$113,625	6	35	18	78	\$68,000	\$90,101
92054	Oceanside	15	66	70	127	\$375,000	\$392,500	9	55	67	96	\$295,000	\$295,000
92056	Oceanside	28	124	39	51	\$249,950	\$225,000	34	120	77	76	\$188,500	\$185,000
92057	Oceanside	18	100	30	62	\$203,150	\$175,000	14	99	58	93	\$151,000	\$140,000
92058	Oceanside	8	32	71	50	\$222,500	\$190,000	6	32	195	122	\$146,250	\$155,000
92059	Pala	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92060	Palomar Mountain	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92061	Pauma Valley	2	3	213	179	\$275,000	\$272,000	0	2	0	44	\$0	\$194,250

		Current Year - 2013						Previous Year - 2012					
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	8	37	45	84	\$377,938	\$316,000	2	22	110	61	\$273,750	\$258,500
92065	Ramona	9	20	132	121	\$166,000	\$122,500	1	8	0	122	\$183,000	\$154,250
92066	Ranchita	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92067	Rancho Santa Fe	0	1	0	136	\$0	\$900,000	1	3	85	149	\$765,000	\$765,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	5	26	131	84	\$201,000	\$215,500	7	30	96	107	\$170,000	\$152,500
92070	Santa Ysabel	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92071	Santee	20	98	30	60	\$274,250	\$215,000	20	94	94	97	\$180,000	\$175,000
92075	Solana Beach	7	66	42	61	\$660,000	\$582,500	14	52	66	116	\$595,000	\$535,000
92078	San Marcos	26	130	55	63	\$322,500	\$309,495	30	122	56	84	\$243,500	\$258,000
92081	Vista	4	18	9	39	\$331,375	\$253,500	3	14	78	82	\$289,500	\$182,500
92082	Valley Center	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92083	Vista	6	26	19	72	\$232,250	\$182,500	7	27	53	72	\$130,000	\$130,000
92084	Vista	4	13	66	44	\$156,500	\$182,500	4	16	146	126	\$142,500	\$142,500
92086	Warner Springs	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92091	Rancho Santa Fe	2	9	16	47	\$630,000	\$549,000	1	6	39	124	\$652,500	\$635,000
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	90	381	55	60	\$499,500	\$450,000	63	338	63	91	\$430,000	\$364,500
92102	San Diego	4	32	160	105	\$150,000	\$138,500	6	23	79	82	\$158,000	\$170,000
92103	Mission Hills	21	121	35	50	\$410,000	\$407,000	20	109	92	89	\$335,000	\$310,000
92104	North Park	25	83	41	50	\$265,000	\$257,000	15	92	73	88	\$205,000	\$172,500
92105	East San Diego	8	56	20	68	\$146,250	\$122,500	2	47	51	72	\$82,000	\$97,000
92106	Point Loma	4	20	33	59	\$463,500	\$428,400	8	21	86	87	\$371,000	\$320,000
92107	Ocean Beach	11	28	19	19	\$400,000	\$390,050	8	26	120	92	\$282,500	\$282,500
92108	Mission Valley	22	150	90	48	\$232,750	\$236,250	41	146	78	98	\$185,000	\$173,000
92109	Pacific Beach	39	136	81	69	\$530,000	\$445,000	26	104	122	120	\$278,000	\$352,000
92110	Old Town SD	12	78	30	36	\$193,000	\$261,000	15	70	79	99	\$305,000	\$220,500
92111	Linda Vista	11	59	22	70	\$280,000	\$270,000	21	69	62	90	\$301,500	\$245,500
92113	Logan Heights	5	14	100	88	\$148,000	\$129,000	2	13	383	184	\$111,950	\$183,000
92114	Encanto	0	9	0	102	\$0	\$195,000	1	7	275	224	\$160,000	\$169,000
92115	College Grove	18	64	85	88	\$165,000	\$132,000	12	83	108	90	\$122,125	\$123,000
92116	Normal Heights	23	60	106	63	\$250,000	\$221,250	13	60	69	105	\$165,000	\$149,000
92117	Clairemont Mesa	9	53	18	76	\$245,000	\$265,000	11	47	117	95	\$180,000	\$185,200
92118	Coronado	15	54	92	118	\$775,000	\$845,000	12	48	87	151	\$1,025,000	\$892,500
92119	San Carlos	11	40	79	60	\$216,575	\$215,788	7	32	72	72	\$182,000	\$159,950
92120	Del Cerro	12	47	100	98	\$218,750	\$175,000	4	45	105	81	\$189,950	\$148,000
92121	Sorrento	4	11	10	73	\$370,000	\$370,000	2	11	4	55	\$404,750	\$339,000
92122	University City	27	114	75	78	\$294,000	\$315,700	20	110	88	95	\$258,000	\$237,750
92123	Serra Mesa	6	35	22	64	\$265,000	\$213,500	8	40	54	106	\$278,500	\$244,000
92124	Tierrasanta	14	42	49	44	\$342,500	\$336,000	7	24	17	76	\$258,000	\$253,250
92126	Mira Mesa	21	91	64	68	\$260,000	\$232,000	21	113	72	91	\$190,000	\$185,000
92127	Rancho Bernardo	25	103	53	71	\$341,000	\$330,000	28	107	91	100	\$275,000	\$225,000
92128	Rancho Bernardo	42	176	49	44	\$310,000	\$290,000	38	182	104	99	\$227,500	\$220,750
92129	Rancho Penasquitos	10	60	95	83	\$261,000	\$238,000	11	67	69	107	\$238,500	\$205,000
92130	Carmel Valley	28	131	62	52	\$394,500	\$415,000	23	117	50	58	\$412,000	\$385,000
92131	Scripps Miramar	16	71	15	46	\$382,875	\$360,000	17	80	46	82	\$275,000	\$275,084
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	12	69	170	98	\$176,000	\$172,500	12	66	90	92	\$122,450	\$141,249
92145	Miramor	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	6	49	92	101	\$237,500	\$195,000	7	40	14	119	\$150,000	\$147,500
92173	San Ysidro	4	13	136	138	\$94,500	\$109,000	3	23	86	130	\$108,000	\$103,000
GROUP TOTAL COUNTS:		1023	4585					933	4390				





## COMPARATIVE SALES - EXISTING HOMES - MAY 2013 SAN DIEGO COUNTY

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
1 Total Sales Volume May 2013	\$374,003,872	37.111	20.882	\$1,462,853,473	31.760	17.345
2 Average Sales Price May 2013	\$365,595	25.049	5.757	\$603,986	19.574	1.599
3 Median* Sales Price May 2013	\$305,500	32.820	5.890	\$466,000	22.630	3.550
4 Sold Listings May 2013	1,023	9.646	14.302	2,422	10.191	15.498
5 Average Days on Market May 2013	61	-29.885	-4.688	51	-35.443	-8.929
6 Total Sales Volume May 2012	\$272,773,590			\$1,110,239,659		
7 Average Sales Price May 2012	\$292,362			\$505,114		
8 Median* Sales Price May 2012	\$230,000			\$380,000		
9 Sold Listings May 2012	933			2,198		
10 Average Days on Market May 2012	87			79		

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
11 Total Sales Volume YTD 2013	\$1,541,101,339	29.566		\$5,664,633,198	24.542	
12 Average Sales Price YTD 2013	\$336,118	24.056		\$556,010	16.779	
13 Median* Sales Price YTD 2013	\$275,000	30.950	N/A	\$430,000	19.050	N/A
14 Sold Listings YTD 2013	4,585	4.442		10,188	6.647	
15 Average Days on Market YTD 2013	68	-30.612		62	-29.545	
16 Total Sales Volume YTD 2012	\$1,189,429,130			\$4,548,384,238		
17 Average Sales Price YTD 2012	\$270,941			\$476,121		
18 Median* Sales Price YTD 2012	\$210,000			\$361,175		
19 Sold Listings YTD 2012	4,390			9,553		
20 Average Days on Market YTD 2012	98			88		

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to a select few potential buyers. This is known as a “pocket listing” – it’s figuratively in the agent’s “pocket.”

What does this mean for your seller? Not listing on the MLS could mean fewer people see the listing, and that could mean less competition and possibly a lower selling price. From the buyer’s standpoint, they might have fewer homes to choose from and in a market where inventory is low, it may be that much harder for you to find a home to purchase.

That’s not to say they are illegal. A listing agent who fully discloses the pros and cons to the home seller and has them sign a standard seller exclusion form is not violating a law. But it’s important to note that under California law, all real estate agents have a duty to do more than the minimum required. Specifically, agents have an “obligation of undivided service and loyalty” to their clients and to use “utmost care, integrity, honesty and loyalty” in their good faith dealings with sellers. Many real estate professionals believe that off-MLS listings may not be in the best interest of the seller – particularly if a client does not know about the benefits of marketing his or her property through the MLS.

REALTORS®, as distinguished from real estate licensees, have a further obligation under their Code of Ethics to “promote and protect the interests of the client,” to present offers and counteroffers objectively and as quickly as possible, and only restrict information and showings when it’s in the best interest of the clients.

Maybe the most important consideration for sellers in regard to pocket listings is that their property won’t get the broad exposure that it deserves, and thus the number of potential offers. This can be an important consideration when low inventory is resulting in multiple offers above the asking price.

In addition, pocket listings could also be impacting real estate values. If off-market listings are not entered into the MLS database when the property is sold, certain listings may not be able to be used as comparable sales in appraisals (although the MLS is not the only source of appraisal data). Without the complete picture, it could be harder to determine a buyer’s ideal listing price, a seller’s competitive offer, and an accurate current market value.

The California Association of REALTORS® legal department offers an informative Q&A that speaks to the obligation of listing brokers and REALTORS® in regard to pocket listings, a portion of which is excerpted here.

Q. Doesn’t a listing broker who is a broker participant of an MLS have to submit all listings to the MLS upon obtaining a signed listing agreement from a seller?

A. Generally, yes. A broker participant of an MLS must generally submit new listings for one-to-four residential units and vacant lots located within the MLS service area to the MLS within 2 days after all necessary signatures of the seller(s) have been obtained or at the start date of the listing, whichever is later (Model MLS Rule 7.5). Some local

MLSs may have different time frames. However, the Model MLS Rules provide an exception to the mandatory submission requirement if the seller refuses to permit the listing to be disseminated by the MLS. In that instance, the listing broker must submit to the MLS a certification signed by the seller stating that the seller does not authorize the listing to be disseminated by the MLS (Model MLS Rule 7.6). C.A.R. standard form Seller Instruction to Exclude Listing from the Multiple Listing Service or Internet (Form SEL) serves this purpose. Generally this form should be submitted to the MLS within the time period required for submission of the listing.

Q. Some agents obtain listings which they do not place in the MLS, but share the listing information with other agents

through informal or formal groups of agents. Is this legal and is it still considered a pocket listing?

A. Yes, such groups may be legal assuming they do not violate, for example, anti-discrimination and antitrust laws as discussed below. A listing shared by a broker with only non-MLS groups would still generally be considered a pocket listing as it is not submitted to the MLS.

Q. If I have a pocket listing, am I required to present to the seller any offers received from agents who are not in my brokerage or group?

A. Yes. A listing agent is generally required to present all offers to the seller under the listing agent’s fiduciary obligation to the seller. A listing agent

who is a REALTOR® also has an ethical duty to present “offers and counteroffers objectively and as quickly as possible” under Standard of Practice 1- 6 of the NAR Code of Ethics. So if a buyer’s agent who was not a part of the listing agent’s brokerage or non-MLS group became aware of the listing and presented an offer to the agent with the pocket listing, he or she would generally be obligated to present it to the seller. However, as it is not on the MLS, the listing agent may have no obligation to offer compensation to the buyer’s agent, unless otherwise agreed.

To view more of this Q&A, visit [www.car.org/legal/mls-folder/PocketListings](http://www.car.org/legal/mls-folder/PocketListings) and sign in with your C.A.R. login and password.

# 21 DAY CLOSING GUARANTEE

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## SDAR BACKED CANDIDATES WIN IN SPECIAL ELECTIONS

May 21 was a successful evening for SDAR and its REALTOR® Political Affairs Committee (RPAC). C.A.R.-supported candidate Lorena Gonzalez won her bid for California Assembly 80th District, and SDAR-endorsed candidate Myrtle Cole won her bid for the City of San Diego Council District 4 seat.

The RPAC team, led by chair Karla Cohn, organized a highly successful get out the vote effort walking houses in the community and making phone calls to potential voters. The RPAC

team also sent out e-mail reminders to SDAR members to encourage their support of our REALTOR® backed candidates. Councilmember-elect Cole said, "I am grateful for SDAR's endorsement and their tremendous support. It was with the REALTORS® support I was able to win my council seat."

SDAR congratulates Assemblywoman Gonzalez and Council Member Cole on their special elections victories and look forward to working with you as leaders in the San Diego community.



*Top photo  
SDAR Leaders with Lorena Gonzalez (second from left).*



*Bottom photo  
(Left to right) Council President Todd Gloria, SDAR President Linda Lee, Council Member-elect Myrtle Cole, and Congressman Juan Vargas.*



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# TO CRM OR NOT TO CRM: THAT IS THE QUESTION

By Christopher Smith, Sr.

Many REALTORS® are so busy they have personal assistants to keep track of appointments and clients. The real estate industry as a whole is built on the relationships developed with clients. Successful Forbes 500 companies understand that clients matter, and so does routine communication.

The difference between successful companies and average ones is how they communicate, how often they communicate, and whether they deliver communication that is relevant to their audience. If you send every listing you currently have to everyone on your contact list, you are doing your clients a disservice. That is an example of chatter and a form of non-effective communication. At some point clients will begin to tune you out.

Real estate transactions are personal in nature, so the challenge is: How do you filter your contacts to engage them with relative communication that would pique their interest and generate a sale? They provide you a 360-degree view of a potential client to help develop a targeted strategy of communications.

That's when CRM – customer relationship management – becomes much more than a software platform, and more of an extension of your client service. An example of targeted communication would be determining the client's needs and sending listings that match those needs. Now you're a friend, not just a REALTOR® trying to sell them something.

This is where technology can become an agent's best friend. A CRM suite is a

resource that helps an agent keep track of all the details about a potential customer, otherwise known as a lead.

Whether you may be considering a CRM like Salesforce, or another one that's more dedicated to e-mail campaigns, it's vital to go through a checklist of exactly what's important to you and to define your goals.

Software evaluation can be a lengthy and daunting task for anyone. This is your business, and no one knows exactly how you run your business but you. This makes you the expert in the evaluation process. Make sure to define your needs and what you would like a CRM to help you do. Use your experience, ask questions, and play with different options. During the selection process, I suggest making a checklist of features that are "must haves" and "would like to haves." Score them accordingly during the evaluation.

## Here are some items to consider when evaluating a CRM:

- *Does this CRM allow me to add custom details about my leads?* This is a great question to ask because it relates to answering the difficult question of 'getting the right information in the hands of the right person' that could turn a lead into a transaction. A good CRM will allow you to add details that would otherwise go unnoticed. An example would be: How many kids they have, average income, marital status, career habits, looking to move or buy, or rent and so on. These details are vital to specified marketing campaigns.

- *Does this software integrate with my current business practices?* Take note that a CRM that changes your business process will more than likely result in many failed attempts, as end users will become frustrated and abandon it as a tool. Don't be fooled between the difference between the initial setup and import of a contact list, or setting up email campaigns, or some of the other upfront heavy lifting that may need to take place. We are talking about changing your business model. If a software, any software wants to change the entire process of communication, or any significant part of your business model. Be very leery to accept that software as a solution. There are so many CRM's on the market today that you don't need to force the fit. Take your time; it's better to make the right decision than make a software selection out of a false identified need that may actually hurt your business.

- *What types of attachments does the CRM accept?* Depending on how detailed you are, and how much you get to know a potential client the amount of detailed information can be in contact cards, notes, emails and so on. Many CRM's allow for importing a contact list from Outlook, or from Google mail. Consider how you get your information into the CRM.

CRMs take a sales lead and help turn it into a relationship. They help to bridge the gap between the client and the salesperson.

There are many CRMs on the market. Take a look at Zoho, Salesforce, SugarCRM, MailChimp and CapsuleCRM to name a few. This will help you navigate the waters when selecting and evaluating a CRM.

Be sure to check out SDAR's next technology article and "like" us on our Facebook business page.

Christopher Smith, Sr., is Information Technology Director for the Greater San Diego Association of REALTORS®.



## AFFILIATE SPOTLIGHT

# GEICO®

## CREATING A VIDEO INVENTORY FOR INSURANCE

By Aaron Contreras, GEICO Commercial Insurance

On March 25, 2012, the Bangor Daily News reported the following from Fort Kent, Maine: "Firefighters on the scene reported the building was totally engulfed when they arrived and estimated it took less than 20 minutes for Nadeau's House of Furniture to be completely destroyed."

In 20 minutes the entirety of this business' onsite inventory and personal property was utterly destroyed. While none of us like to consider such massive loss occurring in our own lives, this very well could have been your business, or your home. Your insurance policy can help to recover your lost assets, but few people are prepared to list out their property in full at a moment's notice.

Think about it. Your furniture, com-

puters and servers, specialty equipment and tools, heavy machinery. Especially difficult to produce without preparation are brand names, model numbers, and prices. Having this information arranged beforehand makes submitting a claim much smoother, with less estimation work on the part of an insurance company, such as GEICO. Moreover, it helps you to carry the right amount of insurance coverage in the first place, as you'll have a much clearer understanding of how much it will cost to recover from a disaster.

Although a simple handwritten list will get the job done, consider grabbing a video camera instead. The advantage to creating a video inventory is that you're able to narrate as you go, describing the items in detail while giving the adjuster a complete look at your property.

The first step you'll need to take is to lay out as much information about your purchases as you're able. Receipts contain a wealth of important information, but even if you don't have them, you should be able to lookup most items on the Internet.

Obtaining a video camera does not need to be particularly expensive and even your smartphone's video camera will work in a pinch. Something is better than nothing at all, but the higher quality the video; the easier it will be to accurately identify the items. Simply work your way down the list, describing each asset as you film it along the way. "This is a Dell OptiPlex 390 Mini Tower, serial number XX-999-999. Cost \$948.99 new, purchased in January 2012."

If your assets are numerous, it may make more sense to outsource this process. Fortunately, third party

video inventory services are available for hire.

Once you've completed your inventory, store it off-site for safe keeping. Update your video inventory annually, and film big ticket purchases made during the course of the year as quick addendums. Hopefully, you'll never actually need to lean on your creation for a claim. The peace of mind it offers you if a catastrophe were to occur, however, is well worth the time-investment.

For information on GEICO or to obtain an auto quote, visit <http://www.geico.com/disc/sdar>.





# SDAR EAST COUNTY SERVICE CENTER HOSTS CONGRESSWOMAN DAVIS

On May 31, SDAR's East County Service Center in El Cajon hosted a "Coffee with Congresswoman Davis." This REALTOR® Party event welcomed SDAR, PSAR, NAHREP, and NAREB members. Ann Throckmorton, National Association of REALTORS® Federal Political Coordinator (FPC) for the Congresswoman, led the event helping the Congresswoman connect with REALTOR® constituents in her newly expanded district, which includes part of San Diego's East County.

Congresswoman Davis expressed her strong support for homeownership, the mortgage interest deduction,

and other tax incentives to encourage homeownership. A member of the House Armed Service Committee, Davis also discussed the effect low inventory is having on the members of the military, first time homebuyers, and her own Congressional staff.

Throckmorton said, "Congresswoman Davis is a champion for homeownership. Today's event is another demonstration of her accessibility to the REALTOR® community. The Congresswoman is taking our input from the local community and ensuring our voices are heard in the halls of Congress."



Ann Throckmorton (left) and Congresswoman Susan Davis.



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SDAR Education Schedule

Classes subject to change or cancellation.

Check [www.sdar.com](http://www.sdar.com) for current information.

LEGEND:   KEARNY MESA   SOUTH COUNTY   EAST COUNTY   DEL MAR   CORONADO

R-Plus = REALTOR®Plus price  
RMS = Risk Management Specialist price

JUNE	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
21	Managing Single-Family & Small Investment Prop.	9:00 am – 4:00 pm	\$50.15	\$59	\$59	\$79	NA	Ginni Field
21	HOAs in the Real Estate Transaction	9:00 am – 11:30 am	Free	Free	\$15	\$30	NA	Rick Salpietra, Esq., and Raylene Brundage
21	REO vs. Investor Disclosures	12:00 pm – 1:30 pm	\$8.50	Free	\$10	\$20	NA	Lupe Soto & Eric Ginder
21	Point2 Listing Syndication	12:00 pm – 1:00 pm	Free	Free	Free	Free	NA	Point2 Trainer
24	QuickBooks® for Property Managers & Landlords	1:00 pm – 4:00 pm	\$20.40	\$24	\$24	\$34	NA	Mike LaNier
24	Google for Brokers Only	10:00 am – 12:00 pm	Free	\$10	\$10	\$20	NA	Randy Jones
25 & 26	Sales Leadership that Drives Performance (CRB)	9:00 am – 5:00 pm	\$254.15	\$299	\$299	\$349	3 CRB	Ginni Field
26	Evernote	1:00 pm – 3:00 pm	\$8.50	Free	\$10	\$20	NA	Randy Jones
27	zipForm® Hands-On Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Sandicor Trainer
27	REALTORS® Property Resource	9:00 am – 11:00 am	Free	Free	\$10	\$20	NA	Kevin Burke, JD
JULY	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
9	Contract Essentials	8:00 am – 5:00 pm	\$75.65	\$69	\$89	\$105	8 CP	Ed Estes, Esq.
10	Agent Boot Camp	9:00 am – 3:30 pm	Free	Free	\$15	\$20	NA	Patrick Alexander, JD
10	Know Your Disclosures	9:00 am – 4:00 pm	67.15	\$59	\$79	\$109	6 CP	Ed Estes, Esq.
16	Google Apps Training	12:00 pm – 2:00 pm	Free	\$10	\$10	\$20	NA	Randy Jones
18	Point2 Listing Syndication	9:00 am – 10:00 am	Free	Free	Free	Free	NA	Point2 Trainer
18	Due Diligence Certified Designation (DDC) - Day 1	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$45	NA	Leonard P. Baron
18	Tempo/Fusion Tips & Updates	9:30 am – 11:30 am	Free	Free	Free	Free	NA	Sandicor Trainer
19	Cooperation - Risk Management Seminar	12:00 pm – 1:30 pm	\$8.50	Free	\$10	\$20	NA	Leona Kline
22	Solving the Mystery of Condos	1:30 pm – 3:30 pm	\$8.50	Free	\$10	\$20	NA	Alisha Sirois and Linda Stroberg
25 & 26	Accredited Buyer Representative (ABR)	9:00 am – 4:00 pm	\$254.15	\$299	\$299	\$325	12 CP	John Altman
25	Due Diligence Certified Designation (DDC) - Day 2	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$45	NA	Leonard P. Baron
27	zipForm® Hands-On Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Sandicor Trainer

For easy registration and more information, visit [www.sdar.com](http://www.sdar.com) or call (858) 715-8040



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JULY 2013 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<b>1</b> New Member Orientation 8:30 am–3:00 pm.(Kearny Mesa)	<b>2</b> REIE Exchangers 8:30 am–11:00 am (Kearny Mesa) Tempo MLS Free Training 9:15 am–4:30 pm (Kearny Mesa)	<b>3</b>	<b>4</b> SDAR Service Centers Closed Independence Day	<b>5</b>	<b>6</b>
<b>7</b>	<b>8</b>	<b>9</b> Contract Essentials 8:00 am–5:00 pm (Del Mar) REIE Exchangers 8:30 am–11:00 am (Kearny Mesa) Fusion MLS Free Training 9:15 am–4:30 pm (Kearny Mesa)	<b>10</b> Know Your Disclosures 9:00 am–4:00 pm (Del Mar) Agent Boot Camp 9:00 am–3:30 pm (Kearny Mesa)	<b>11</b> Prospecting 9:00 am–12:00 pm (Kearny Mesa) Commercial Real Estate Alliance Night at the Ballpark 5:30 pm–10:00 pm (Petco Park)	<b>12</b>	<b>13</b> One-Day Prep Course 8:30 am–3:30 pm (Kearny Mesa)
<b>14</b>	<b>15</b>	<b>16</b> REIE Exchangers 8:30 am–11:00 am (Kearny Mesa) Google Apps Training 12:00 pm–2:00 pm (Kearny Mesa)	<b>17</b>	<b>18</b> Point2 Listing Syndication 9:00 am–10:00 am (South County) Due Diligence Cert. Designation (Day 1) 9:00 am–12:00 pm (Kearny Mesa) Tempo/Fusion Tips & Updates 9:30 am–11:00 am (Coronado)	<b>19</b> Cooperation - Risk Mgmt. Seminar 12:00 pm–1:30 pm (Kearny Mesa)	<b>20</b>
<b>21</b>	<b>22</b> New Member Orientation 8:30 am–3:00 pm.(Kearny Mesa) Broker Circle in South County 10:00 am–11:30 am Solving the Mystery of Condos 1:30 pm–3:30 pm (Del Mar)	<b>23</b> REIE Exchangers 8:30 am– 11:00 am (Kearny Mesa) Red Flags 9:00 am– 1:00 pm (Kearny Mesa)	<b>24</b> Commercial Real Estate 1:00 pm–4:00 pm (Kearny Mesa)	<b>25</b> Accredited Buyer Representative (Day 1) 9:00 am–4:00 pm (Kearny Mesa) Due Diligence Cert. Designation (Day 2) 9:00 am–12:00 pm (Kearny Mesa) zipForm® 6 Hands-On Lab 9:00 am–12:00 pm (Del Mar)	<b>26</b> Accredited Buyer Representative (Day 2) 9:00 am–4:00 pm (Kearny Mesa)	<b>27</b>
<b>28</b>	<b>29</b>	<b>30</b> REIE Exchangers 8:30 am–11:00 am (Kearny Mesa)	<b>31</b>			

COMMITTEE MEETINGS	
<b>2</b>	Bylaws 3:00 pm – 5:00 pm
<b>8</b>	Housing Opportunities 10:00 am – 12:00 pm
<b>9</b>	Young Professionals Network 10:30 am –12:00 pm
<b>10</b>	Commercial Alliance (CRASD) 9:00 am – 10:30 am
<b>10</b>	Grievance 9:00 am – 11:00 am
<b>10</b>	Risk Management 12:00 pm – 2:00 pm
<b>15</b>	Leadership Advancement 9:00 am – 11:00 am
<b>16</b>	CREA Board of Directors (Coronado Service Center) 3:00 pm – 5:00 pm
<b>17</b>	Professional Standards Exec. 9:00 am – 11:00 am
<b>18</b>	Global Real Estate Council 1:00 pm – 2:30 pm
<b>19</b>	Executive 8:00 am – 9:00 am
<b>19</b>	SDAR Board of Directors 9:00 am – 12:00 pm
<b>23</b>	Membership & Education 1:30 pm – 3:30 pm
<b>25</b>	Business Dev. & Technology 1:30 pm - 3:30 pm
<b>26</b>	Government Affairs 9:00 am - 10:30 am
<b>26</b>	REALTOR® Political Affairs 11:00 am - 1:30 pm
<b>31</b>	Budget & Assets 2:00 pm - 4:00 pm

All classes/events subject to change or cancellation.

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