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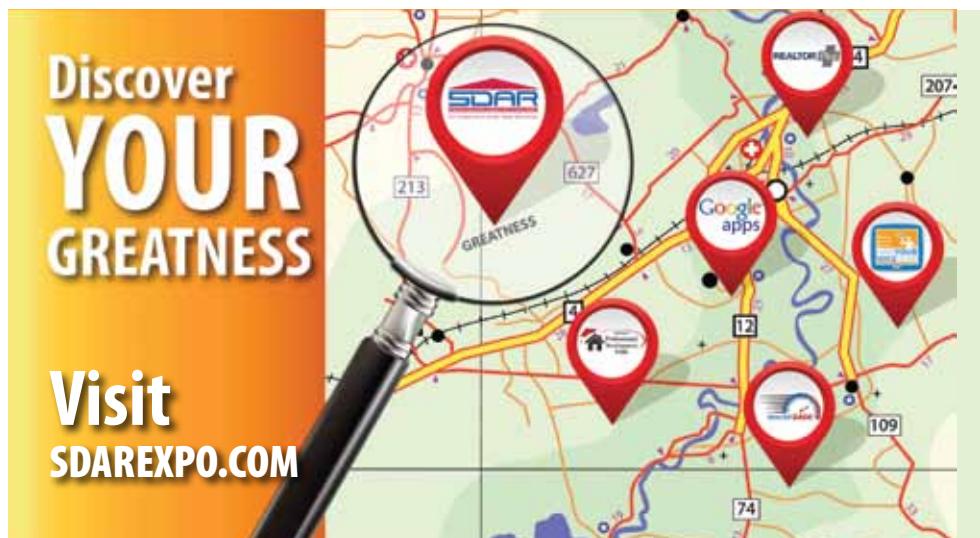
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THE TRUSTED VOICE OF SAN DIEGO REAL ESTATE

The San Diego REALTOR®



What's Happening at SDAR • March 2013



Join real estate professionals and suppliers from all across Southern California at the San Diego County REALTOR® Expo and Conference on Friday, April 19 at the downtown San Diego Convention Center. Attending the largest San Diego real estate industry trade show will allow you to network with peers, meet with industry suppliers, and receive free, relevant education, giving you the tools needed to increase your business and "Discover Your Greatness."

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REALTOR® Expo on April 19 San Diego Convention Center

TO REGISTER:

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BECOME AN EXHIBITOR OR SPONSOR!

As an Expo Exhibitor or Sponsor, you will have exposure to scores of REALTOR® members, brokers, office managers, and affiliates from throughout the region. Educate attendees about your products and services, and generate leads in a short amount of time.

Find out your options for reserving booth space as an exhibitor, and learn about the added benefits of becoming a sponsor, which offers even more exposure in the program guide and on event signage, plus recognition via SDAR's website, newsletters and publication. To learn more, contact Sales at (858) 715-8018 or Sales@SDAR.com.

SPECIAL ELECTION April 3-10 Future Elections of Officers, Board Members

A Special Election of the membership of the Greater San Diego Association of REALTORS® (SDAR) will take place April 3 to 10 to decide whether the association will adopt a new organizational model by which:

- The full membership will elect the Board of Directors, and
- The elected Board of Directors will appoint the Officers

Background

The SDAR Nominating and Election Task Force studied the 15 largest REALTOR® Associations in the country, as well as several non-REALTOR® organizations. One area that enabled these other associations to provide a consistent approach to delivering the needed short- and long-term benefits to their members was their volunteer representation on the board selection of the officers.

Specifically, the Task Force learned that all the larger associations with complex business and management models were more efficient and delivered more benefits to the members with an organizational structure set up for the full membership to elect the Board of Directors and for the Board to appoint the officers of the association (for SDAR, that would be the President-Elect, Treasurer, and Vice President).

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KEYNOTE LUNCHEON SPEAKER: Inman News Chief Strategist



Highlighting the Keynote Luncheon on April 19 at the REALTOR® Expo is Katie Lance, chief strategist for Inman News, considered the leader in real estate news and technology. Lance will encourage you to embrace the changes of the social media and mobile world so that you can put them to work for you in your own business.

Lance is a media-trained public speaker and trainer who specializes in teaching the latest tools and strategies in social media,

and mobile and technology trends. She writes a regular column for Inman News on topics such as "Three lessons in branding your real estate business" and "Top five social media faux pas for real estate pros."

The Keynote Luncheon starts at 11:30 a.m. in the ballroom adjacent to the Expo on the upper level of the Convention Center. SDAR members can attend for \$39/person, and non-members \$49/person. Tables of 10 may also be purchased for up to a 15% discount. (The trade show and other events taking place before and after the luncheon are free for attendees.) Register for the Keynote Luncheon and the Expo at www.SDARExpo.com.

Inman News is the go-to source of independent real estate news, information, advice, research, opinion and commentary for industry professionals and consumers alike. (www.inman.com)



PRESIDENT'S PERSPECTIVE

2013 PRESIDENT



Hello, REALTORS®! January and February are behind us and the results are in -- our industry is still moving forward!

There are a lot of factors that suggest the recovery is continuing, including an overwhelming increase in member participation in Greater San Diego County Association of REALTORS® events and activities. Our new member orientations are filling up, and many of our newest members are individuals returning to the industry.

The numbers also point to improving market conditions. In San Diego County, the median price of previously owned single-family homes surpassed the \$400,000 threshold last month for the first time in two years; prices were up 5 percent from last month, and nearly 14 percent from February of 2012. For all properties including condo and townhomes, local home prices are up a full 18 percent from a year ago.

Perhaps most interesting of all -- the average time a previously owned home spent on the market decreased 25 percent from the same time one

year ago. We are seeing a lot of movement in the market, as prices have finally risen enough that sellers can afford to buy again.

With so much going on in the market, it is important that SDAR stays sharp and addresses your concerns. I strongly encourage you to take advantage of Member Advisory Program (MAP). Have your voice heard. Tell us what your business needs to succeed and how we can help. We strive to be the trusted voice of San Diego real estate, and your input is critical for us to fully fill that role. Visit www.sdar.com/map.

Lastly, this year's REALTOR® Expo at the San Diego Convention Center on Friday, April 19, is an absolute must-attend event. Our keynote speaker is the highly respected Katie Lance from Inman News. There will also be a diverse range of breakout sessions, from social media for realtors to a panel of certified Google experts and more. Do not wait to register at www.SDARExpo.com.

Let's finish the 1st quarter strong and get ready for April!

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After studying, discussing and much careful consideration, the Task Force, Executive Committee and Board of Directors, comprising a total of over 40 volunteers, recommends that SDAR's membership adopt a similar organizational model.

For the full Executive Summary and Bylaws Ballot, visit www.sdar.com/specialelection.

How Voting Will Take Place

Eligible voters will receive an electronic ballot and PIN information by e-mail at the start of voting at 8:00 a.m. on Wednesday, April 3. (To be eligible to vote, you must be an active REALTOR® member. New members must have attended New Member Orientation at least by February 4, 2013.)

You will be able to vote directly from the e-mail ballot, or you may vote when you visit the SDAR website or one of our SDAR Service Centers (as long as you have your PIN information from the e-mail). The polls will remain open until 5:00 p.m. on Wednesday, April 10, and results will be posted on April 11 on SDAR's website and in the Service Centers.

SDAR encourages all members to take part in this Special Election, and your participation is appreciated. If you have any questions, contact Betty Graner at bgraner@sdar.com or call (858) 715-8006.



The San Diego REALTOR®

www.sdar.com • editor@sdar.com

2013 Officers

Linda Lee - President
Leslie Kilpatrick - President-Elect
Chris Anderson - Vice President
Glenn Bennett - Treasurer
Donna Sanfilippo - Immediate Past President
Bob Kevane - Immediate Past President
Michael T. Mercurio, Esq. - Chief Executive Officer

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Karla Cohn
Gerri-Lynn Fives
Steve Fraioli
Roger Holtsclaw
Randy Jones
Ashley Lunn
Vicki Mahanna Campbell
Mark Marquez
Denise Matthis
Rob McNelis
Mary Mitchell
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Paulina Rassavong
Michelle Serafini
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Ken Tablang
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Carrie Burazin - Marketing Coordinator
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David Kvendru - Chief Financial Officer

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FROM THE DESK OF THE CEO

BOARD OF DIRECTORS HIGHLIGHTS OF FEBRUARY 2013 MINUTES

President's Report: Linda Lee introduced special guest Fred Underwood, Director of Diversity for the National Association of REALTORS®. Underwood addressed the directors on how to engage and mobilize members to bring in different ethnic groups. Lee also reported that she attended the Women's Council of REALTORS® state meeting and the California Association of REALTORS® meetings. She also attended the NAR Leadership Orientation in Washington, D.C.

Treasurer's Report: Glenn Bennett reported that the Budget & Assets Committee is reviewing every line item in the budget including money going in and out

of all SDAR programs, as well as taking a look at investments and reserves. He also noted that the Real Estate Mediation Center is operating in the black, and that SDAR obtained 1,000 new members in 2012.

Chief Executive Officer's Report: Mike Mercurio reported that an initial draft of a business plan for Sandicor has been drawn up. He indicated that SDAR's subsidiary company reAltitude is moving forward. He reported that plans are being drafted to hold a special election of the membership in March. Lastly, he said that membership is currently above 8,400 as of late January, with MLS renewals at a stable 96%.

It is hard to believe that we are almost done with the first quarter of 2013. Your Greater San Diego County Association of REALTORS® is working hard to finish strong and hit the ground running in April.

A good part of this month will be spent finishing plans for the REALTOR® Expo in April. This year's conference is bringing 100 exhibitors to San Diego's Convention Center -- and 30 percent of the exhibitors have never been at the Expo before.

We are particularly excited that Katie Lance from Inman News will be the keynote speaker. Her expertise in web 2.0 and marketing in the internet age is highly acclaimed, and she has been a leader in Bay Area real estate for 15 years.

Additionally, I look forward to participating in highly informative breakout sessions including a Google panel with certified Google experts, video blogging and social media for agents, and you'll learn about new technology being provided just for REALTORS®. These breakout sessions are an immensely valuable part of the Expo. You can find the full list of breakout sessions at: www.SDARExpo.com.

The Expo is April 19th. You won't want to miss it, so register today!

We also have big news about our online offer submission technology. SDAR recently partnered with eBro-



MICHAEL T. MERCURIO

kerHouse Inc., the industry leader in this technology, and the service is now available to San Diego REALTORS®. This service, which is fully integrated with our MLS, gives you the most cutting-edge technology available to run your business.

The new platform not only adds immense transparency to offer submissions, it also seamlessly integrates and organizes all of your current listings. Whether you have one listing or hundreds, this technology can change the way you do business.

This is just one more way SDAR is supporting the San Diego real estate industry. We are always seeking out the newest tools for our members and bringing the most relevant information to our conferences.

I'll see you at the Expo next month!

Michael T. Mercurio



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CELEBRATING 100 YEARS OF QUALITY SERVICE THROUGH CODE OF ETHICS

This year marks the 100th year members of the National Association of REALTORS® have subscribed to a strict Code of Ethics. Though the real estate industry itself has evolved over the past century, NAR's core values and commitment to excellence have remained constant.

As members of an association that's more than a century old, REALTORS® bring a wealth of resources to consumers so that they can give their clients the best possible representation during the transaction process. NAR members have access to advanced

educational opportunities and training in real estate specialties, and they also subscribe to the REALTOR® Code of Ethics.

NAR President Moe Veissi explained the difference between a REALTOR® and a real estate agent. "The term REALTOR® is a registered collective membership mark that identifies a licensed real estate professional who is a member of NAR," said Veissi, broker-owner of Veissi & Associates, Inc., in Miami. "Only members of NAR can call themselves REALTORS®, and as a condition of membership, REALTOR® subscribe to NAR's strict Code of Ethics. REALTORS® are the heart of the deal, and the Code of Ethics is our guiding principle."

All REALTORS® must take quadrennial Code of Ethics training to retain

their membership. The Code identifies professional responsibilities owed to clients, customers, other REALTORS® and the general public. When NAR adopted its Code of Ethics in 1913, it was only the second trade or business group in the U.S. to adopt mandatory ethical standards.

"The Code of Ethics is one way REALTORS® demonstrate value to home buyers, sellers and investors," said Veissi. "Buying a home is one of the most important investments people will make in their lifetimes, so having a REALTOR® who abides by a Code of Ethics can provide an added layer of security."

Most of today's buyers and sellers see the value in professional real estate assistance. According to the 2012 NAR Profile of Home Buyers and

Sellers, unassisted transactions are at all-time lows, with only nine percent of sellers choosing to sell their home without the help of an agent. Nine out of 10 buyers and sellers said they would use the same agent again or recommend that agent to others.

Consumers can read more about the Code of Ethics and can find a summary of the code that explains how it benefits them at www.REALTOR.org/codeofethics. The Greater San Diego Association of REALTORS® offers training in the Code of Ethics each month during New Member Orientation and as part of the Spring and Fall Extravaganza. Contact Member Services at (858) 715-8040 or membership@sdar.com if you want to attend an upcoming training.

FEBRUARY 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®

Doreen Austin - Doreen T Austin, Broker
Dennis Bell - Dennis Bell II
Howard Diaz - Howard Diaz Realty
Peter Gaddi - Dolan Gaddi Lending, Inc.
Bita Hamidi - Bluxen
Victor Ho - Victor Ho
Justin Hoech - Justin D. Hoech
Chris Honeycutt - Chris Honeycutt
Stephen Kerch - Orchard Realty
Omar Lopez - Omar Lopez
Chad Martinez - RK & M
Steven Medoff - Winston Property Mgmt., Inc.
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Keffer Norris - Capital Vantage REI, Inc.
Joshua Price - Joshua Price
Alec Schiffer - Alec B. Schiffer
Tara Shaw - Tara Shaw
Pierre Vilella - Pierre Vilella, Broker
Teresa Vo - Valor Residential Services, Inc.
Jeffrey Williams - Jeffrey Brett Williams

REALTORS®

Dawn Adams - Century 21 Award
Michael Agosto - Keller Williams SD Metro
Sohrab Alborzian - Renaissance Real Estate
Gregory Alkema - Nextage Pacific Realty
Ali Bahrami - California Realty OnLine, Inc.
Ralph Bane - Valor Residential Services, Inc.
Nichole Barnitz - Redfin Corporation
Bryan Bernetskie - MCB Realty Services, Inc.
Philip Beylouni - Michael Glickstein
Edith Brodbeck - Coldwell Banker Country Realty
Barbara Brozio - RE/MAX Solutions
Shawn Burkey - Capstone Realty & Financial
Andre Carrington - Conover Realty
Joao Carvalho - USA Financial Consultants, Inc.
Frank Corah - Coldwell Banker Residential
Theresa Davis - Real Living Prime Properties
Bonnie Dodson - Town & Country Real Estate
Linda Drylie - Burke Real Estate Consultants

Donna Dupont - Coldwell Banker Residential
Bobby Fariba - HomeSmart Realty West
Sheri Frierson - Keller Williams Realty
Stephen Frostrom - Mission Gorge Realty, Inc.
Yjordis Frostrom - Mission Gorge Realty, Inc.
Anita Gama - Cal. Coast & Country Homes
Mark Gano - West View Properties
Emmanuel Gaviola - 5RG Realty
Stacey Gergen - MTM Property Management
Megan Graham - Century 21 Carole Realty
Rebecca Granger - Pacific Rim Property Mgmt.
Ann Gullickson - Big Block Realty, Inc.
Michael Haaland - W.T. Haaland Realty
Deborah Hardy - HomeSmart Realty West
Brennon Hawkins - LRS Realty and Management, Inc.
Amanda Henderson - Select Homes
Elizabeth Houghton - Signature Realty Network
Elizabeth Kennedy - Prudential California Realty
Ji Kim - Keller Williams SD Metro
Nathan King - ParaCapital Group
Jason Klein - Harcourts Pacific Realty
Arthur Kryk - Willis Allen Real Estate
Cathyann Lewis - Urban Real Estate Services
Megumi Lira - Person Realty, Inc.
Katherine Lundy - Middleton & Associates
Kevin Ly - Cali Home Realty & Mortgage
Brian Lyons - Urban Homes & Investments, Inc.
Susan Malotte - HomeSmart Realty West
Eleasa Marks - The Master's Realty
Stuart Marvin - LKM Realty Corp.
Bryan May - Jolley Real Estate
Dane McCleary - 710 Beach Rentals
Raymond McCleary - Valor Residential Services, Inc.
Ashley McEvers - Willis Allen Real Estate
Donna McLaughlin - Greater Good Realty
Lance Mills - Middleton & Associates
Gregory Mortensen - People Helping Others
Kevin Mortensen - People Helping Others
Fariba Namvar - HomeSmart Realty West
Nydia Ochoa - Harcourts Prime Properties
Troy Offield - JVD Realty, Inc.
Slavena Paskova - ZipRealty, Inc.
Dmitry Pasternak - Real Estate EBroker, Inc.
Andrea Pawlowski - Coldwell Banker Residential
Jay Pedersen - Shore Management, Inc.
Chase Pelton - Four Seasons Properties

Tracy Pendergast - Jeremiah Juncal, Broker
Roy Perez - Keller Williams Realty
Reyna Plank - Keller Williams SD Metro
Aaron Platz - Century 21 1st Choice Realty
Alan Quade - Coldwell Banker Residential
Jennifer Reynolds - Willis Allen Real Estate
Seth Robinson - Justin D. Hoech
Patricia Rodriguez - Keller Williams SD Central Coastal
Shirley Rogozienski - RE/MAX United
Brinda Satwah - Keller Williams SD Metro
Dennis Scherer - MJN Real Estate
Daniel Silva - Middleton & Associates
Jenifer Tanco-Serrano - Coldwell Banker Commercial NRT
Thomas Tarrant - Big Block Realty, Inc.
Rachel Tollesstrup - Todd R. Harris
Maria Valdez-Castro - A-Plus Properties, Inc.
Kathryn Walter - Willis Allen Real Estate
Kristina Watson - re defined Real Estate, Inc
Richard Williams - Independence Realty
Alice Wong - Sapphire Realty Tierrasanta
Ben Wunsch - Keller Williams Carmel Valley
William Ye - Torrey Pines Development Group

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Jenna Tolman
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Dreama Brown
Sr. Mortgage Consultant
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NMLS ID 512330



Cathy Sabater
Sr. Mortgage Consultant
619-846-2675
NMLS ID 373470

YEAR OF THE SNAKE? NO, THE YEAR OF THE LISTING AGENT

By John T. Altman

At the recent installation of officers for SDAR, new President Linda Lee announced that 2013 was the Chinese "Year of the Snake," which got me to thinking. With all the issues that we brokers must deal with, the amount and quality of our real estate inventory peaks right up there at the top. While 2012 was a much improved year with closing at over 36,700, up more than 12% 2011, but we now have a major problem!

The problem: Low inventory! There is a very strong pent-up demand; first-time buyers wanting to get into the game. Investor and cash buyers are focusing on the same segment of the market, creating multiple offers. Then there are the owners that want to move up and the seniors that want to move-down, both causing a "net zero" effect on inventory.

In addition, there are the estimated 200,000-plus homeowners who remain mathematically upside-down, thinking the government may bail them out. NOT! And finally, interest rates remain at near historic lows, while the banks actually seem to be more flexible now that values finally are beginning to show improvement

(e.g., the price per square foot is up 4.3%).

Sandicor could almost have a record year or at least break the 40,000 closed-units mark sold through the MLS. So what is the problem, and what is a broker to do?

First, it is back to basics!

Second, listing this year will be the "name of the game."

Third, sellers still have to price properties properly base on the market area within the county, even with less than 1.5 months of active inventory.

In 2010, only 58.3% of the listings taken closed escrow. In 2011, 62.2% closed, but listings taken were down over 9%. While the results are not in for 2012 (71% closed in the first half), we do know that listings taken were down an additional 12.8% versus 2011.

As an industry, we have spent the past couple of decades highly focused on the buyer side of the transaction. That had better change in 2013 or there won't be much for buyers to buy AND a new "buyer bubble" could begin to develop!

The Chinese have their year, but 2013 for the San Diego real estate

market hopefully will be known as the "Year of the Listing Agent". Yes, SDAR has a "class for that"!

John T. Altman is an SDAR REALTOR® and Broker/Owner of JT Altman & Associates, and was recently named SDAR's 2012 Broker of the Year.



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Katie Lance

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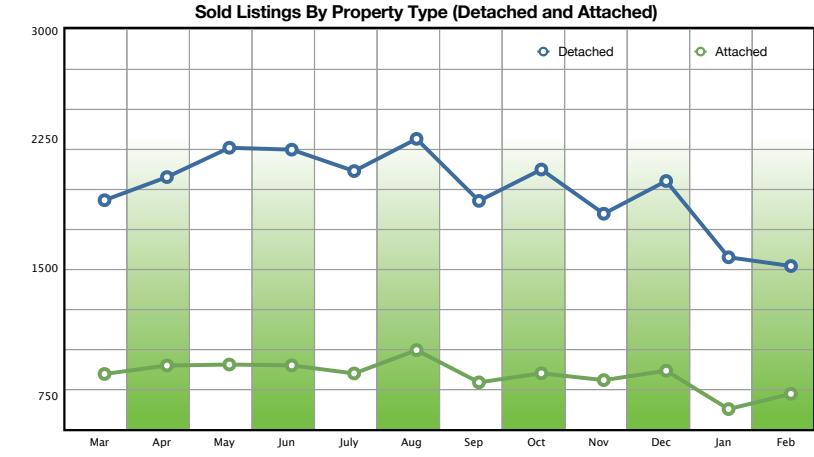
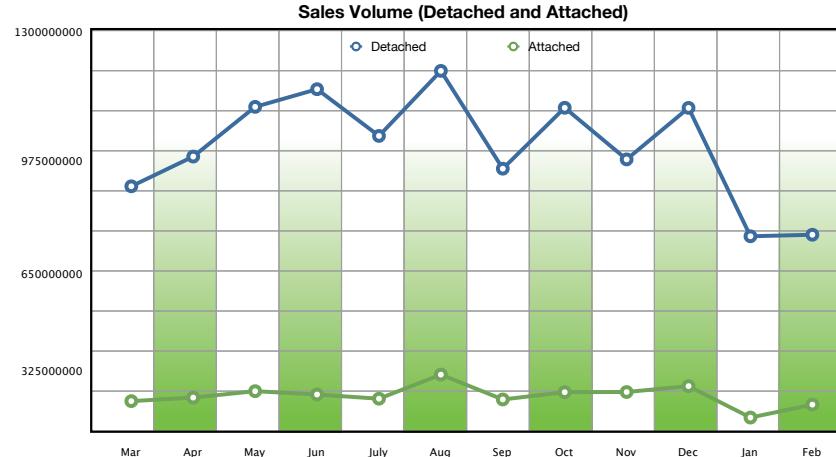
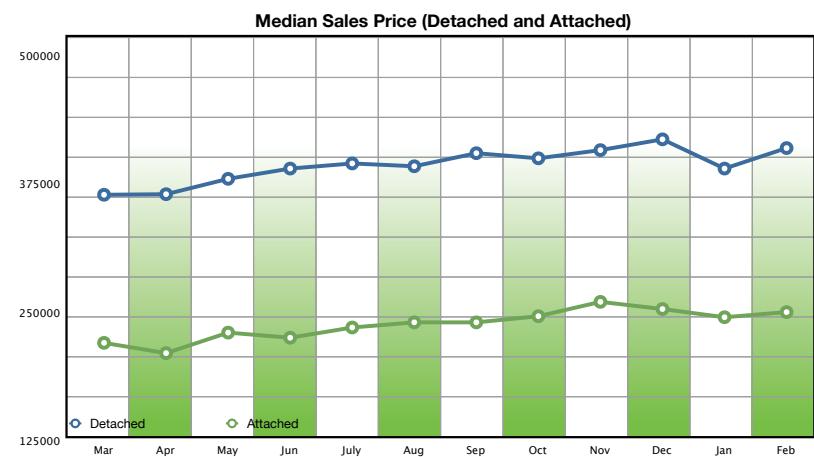
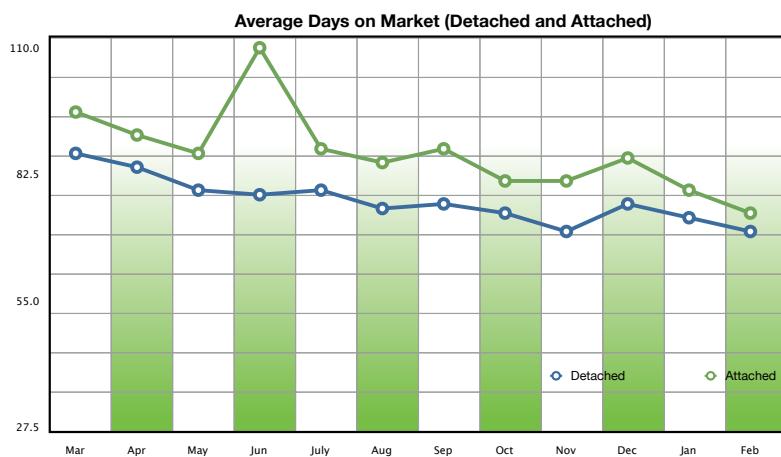
FEBRUARY STATISTICS DETACHED HOMES

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	Mth	YTD
91901	Alpine	22	34	99	107	\$402,000	\$414,500	18	31	62	72	\$394,500	\$390,000		
91902	Bonita	14	29	74	60	\$487,000	\$499,000	5	20	188	119	\$425,000	\$392,500		
91905	Boulevard	1	2	1	109	\$35,000	\$287,500	2	3	53	116	\$141,250	\$110,000		
91906	Campo	4	9	88	132	\$137,500	\$130,000	5	13	92	101	\$74,000	\$124,900		
91910	Chula Vista	21	56	77	72	\$360,000	\$352,500	19	51	61	74	\$299,000	\$304,000		
91911	Chula Vista	23	54	65	94	\$290,000	\$309,000	19	56	101	112	\$233,000	\$260,500		
91913	Chula Vista	31	67	97	97	\$373,000	\$389,900	42	79	97	84	\$376,396	\$375,990		
91914	Chula Vista	20	34	53	92	\$525,000	\$513,500	13	34	114	94	\$440,000	\$442,750		
91915	Chula Vista	21	51	80	94	\$425,000	\$407,000	26	59	125	129	\$351,000	\$360,000		
91916	Descanso	1	3	106	80	\$290,000	\$290,000	1	3	62	86	\$359,900	\$286,000		
91917	Dulzura	0	0	0	0	\$0	\$0	1	1	156	156	\$260,000	\$260,000		
91931	Guatay	0	0	0	0	\$0	\$0	1	1	140	140	\$120,000	\$120,000		
91932	Imperial Beach	6	13	31	69	\$297,500	\$306,000	9	17	63	93	\$315,000	\$290,000		
91934	Jacumba	1	1	25	25	\$80,000	\$80,000	1	3	9	47	\$26,500	\$50,000		
91935	Jamul	2	9	48	76	\$480,000	\$415,000	9	14	100	131	\$450,000	\$440,000		
91941	La Mesa	18	45	59	48	\$494,000	\$442,500	34	50	83	80	\$401,000	\$404,000		
91942	La Mesa	19	41	50	57	\$366,000	\$364,000	16	40	84	80	\$327,084	\$325,834		
91945	Lemon Grove	11	33	113	65	\$284,000	\$290,000	27	41	85	89	\$256,000	\$254,300		
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91950	National City	19	41	49	76	\$249,000	\$242,000	19	40	75	87	\$212,000	\$200,000		
91962	Pine Valley	1	4	160	178	\$335,000	\$303,000	3	5	68	100	\$250,000	\$200,000		
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91977	Spring Valley	37	68	48	64	\$295,000	\$287,500	35	80	64	75	\$235,000	\$235,000		
91978	Spring Valley	5	8	122	104	\$310,000	\$358,000	5	8	145	99	\$299,000	\$302,165		
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92003	Bonsall	2	8	19	71	\$457,500	\$530,000	1	5	90	180	\$57,000	\$570,000		
92004	Borrego Springs	5	10	184	127	\$225,000	\$203,750	1	6	68	116	\$127,500	\$86,750		
92007	Cardiff By The Sea	2	7	94	76	\$708,500	\$875,000	8	13	63	88	\$834,500	\$749,000		
92008	Carlsbad	11	22	58	64	\$545,000	\$554,975	12	24	73	115	\$602,000	\$571,250		
92009	Carlsbad	34	68	69	69	\$765,500	\$752,500	34	60	116	97	\$682,000	\$660,781		
92010	Carlsbad	9	20	46	56	\$605,000	\$523,035	6	15	115	81	\$471,000	\$460,000		
92011	Carlsbad	16	33	65	52	\$750,000	\$750,000	14	32	81	91	\$702,500	\$714,950		
92014	Del Mar	8	21	32	71	\$1,320,645	\$1,450,000	10	19	147	140	\$1,155,125	\$1,400,000		
92019	El Cajon	17	44	112	104	\$405,000	\$369,500	15	42	115	103	\$379,900	\$335,000		
92020	El Cajon	25	59	68	67	\$311,000	\$320,000	21	46	55	69	\$380,000	\$326,500		
92021	El Cajon	28	57	99	75	\$321,500	\$325,000	34	67	67	102	\$294,500	\$288,400		
92024	Encinitas	28	51	67	75	\$723,350	\$799,000	21	42	74	78	\$650,000	\$755,000		
92025	Escondido	17	41	52	74	\$400,000	\$365,000	15	42	72	90	\$275,000	\$325,000		
92026	Escondido	28	74	55	96	\$362,500	\$365,000	32	61	80	105	\$317,500	\$312,500		
92027	Escondido	27	62	53	76	\$305,000	\$321,000	43	79	106	111	\$239,000	\$248,000		
92028	Fallbrook	49	94	99	86	\$363,000	\$380,000	33	63	81	88	\$315,000	\$300,000		
92029	Escondido	17	31	47	53	\$545,000	\$545,000	16	25	107	150	\$550,000	\$560,000		
92036	Julian	8	13	121	145	\$128,050	\$130,100	7	9	161	162	\$145,000	\$145,000		
92037	La Jolla	25	39	59	72	\$1,675,000	\$1,580,000	24	40	125	100	\$1,370,250	\$1,372,500		
92040	Lakeside	29	64	89	84	\$329,000	\$320,200	21	47	67	72	\$316,525	\$305,000		
92054	Oceanside	24	38	79	72	\$400,500	\$362,500	15	33	63	85	\$360,000	\$345,000		
92056	Oceanside	29	68	46	46	\$445,000	\$380,500	33	60	97	81	\$295,000	\$302,500		
92057	Oceanside	42	88	56	69	\$378,250	\$363,500	28	62	77	89	\$337,400	\$323,625		
92058	Oceanside	6	13	75	75	\$301,500	\$293,000	7	17	177	179	\$289,000	\$275,000		
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	2	188	188	\$422,500	\$422,500	0	1	0	611	\$0	\$230,000		

FEBRUARY STATISTICS ATTACHED HOMES

Current Year - 2013				Previous Year - 2012			
Zip Code	Market Area	Sold Listings	Avg Days on Market	Median Price*	Sold Listings	Avg Days on Market	Median Price*
Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	2	4	\$84	67	\$133,500	\$160,000
91902	Bonita	2	4	\$51	89	\$131,056	\$131,056
91905	Boulevard	0	0	0	0	\$0	\$0
91906	Campo	0	0	0	0	\$0	\$0
91910	Chula Vista	16	25	141	110	\$202,450	\$199,900
91911	Chula Vista	7	20	133	68	\$175,000	\$177,450
91913	Chula Vista	13	26	111	115	\$199,900	\$199,950
91914	Chula Vista	5	9	44	66	\$245,000	\$235,000
91915	Chula Vista	10	30	33	101	\$275,950	\$239,500
91916	Descanso	0	0	0	0	\$0	\$0
91917	Dulzura	0	0	0	0	\$0	\$0
91931	Guatay	0	0	0	0	\$0	\$0
91932	Imperial Beach	1	4	333	114	\$190,000	\$207,500
91934	Jacumba	0	0	0	0	\$0	\$0
91935	Jamul	0	0	0	0	\$0	\$0
91941	La Mesa	1	2	25	41	\$175,000	\$160,000
91942	La Mesa	13	21	65	56	\$156,000	\$178,000
91945	Lemon Grove	1	1	36	36	\$137,000	\$137,000
91948	Mount Laguna	0	0	0	0	\$0	\$0
91950	National City	4	8	80	85	\$125,000	\$125,000
91962	Pine Valley	0	0	0	0	\$0	\$0
91963	Potrero	0	0	0	0	\$0	\$0
91977	Spring Valley	11	19	182	174	\$135,000	\$135,000
91978	Spring Valley	0	1	0	31	\$0	\$137,800
91980	Tecate	0	0	0	0	\$0	\$0
92003	Bonsall	1	1	12	12	\$165,653	\$165,653
92004	Borrego Springs	6	9	139	107	\$126,000	\$118,000
92007	Cardiff By The Sea	4	7	49	63	\$415,500	\$402,000
92008	Carlsbad	8	11	79	73	\$354,000	\$429,000
92009	Carlsbad	21	39	80	83	\$284,000	\$305,000
92010	Carlsbad	5	11	173	123	\$280,000	\$287,000
92011	Carlsbad	6	11	47	37	\$525,000	\$429,000
92014	Del Mar	1	4	78	113	\$1,185,000	\$725,000
92019	El Cajon	9	19	36	69	\$210,000	\$195,000
92020	El Cajon	14	20	70	113	\$125,500	\$121,500
92021	El Cajon	5	9	81	54	\$147,250	\$145,000
92024	Encinitas	11	22	48	61	\$569,000	\$526,000
92025	Escondido	5	10	71	55	\$135,000	\$161,000
92026	Escondido	10	16	48	46	\$190,100	\$178,450
92027	Escondido	2	6	99	59	\$101,450	\$125,000
92028	Fallbrook	2	4	124	119	\$140,000	\$140,000
92029	Escondido	0	0	0	0	\$0	\$0
92036	Julian	0	0	0	0	\$0	\$0
92037	La Jolla	22	45	49	65	\$502,500	\$700,000
92040	Lakeside	1	7	0	51	\$110,250	\$106,000
92054	Oceanside	6	13	76	113	\$319,750	\$405,300
92056	Oceanside	17	36	66	74	\$270,000	\$211,500
92057	Oceanside	14	38	66	65	\$161,000	\$162,500
92058	Oceanside	6	15	58	34	\$185,500	\$181,000
92059	Pala	0	0	0	0	\$0	\$0
92060	Palomar Mountain	0	0	0	0	\$0	\$0
92061	Pauma Valley	1	1	111	111	\$272,000	\$272,000

Current Year - 2013				Previous Year - 2012			
Zip Code	Market Area	Sold Listings	Avg Days on Market	Median Price*	Sold Listings	Avg Days on Market	Median Price*
Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	5	8	140	145	\$280,000	\$279,500
92065	Ramona	5	8	90	89	\$109,000	\$112,000
92066	Ranchita	0	0	0	0	\$0	\$0
92067	Rancho Santa Fe	0	1	0	136	\$0	\$900,000
92068	San Luis Rey	0	0	0	0	\$0	\$0
92069	San Marcos	6	10	72	62	\$233,450	\$190,000
92070	Santa Ysabel	0	0	0	0	\$0	\$0
92071	Santee	20	37	70	67	\$174,500	\$192,000
92075	Solana Beach	10	17	59	72	\$430,500	\$595,000
92078	San Marcos	32	54	45	63	\$311,943	\$308,990
92081	Vista	3	6	58	65	\$180,000	\$205,000
92082	Valley Center	0	0	0	0	\$0	\$0
92083	Vista	5	10	202	110	\$159,000	\$139,750
92084	Vista	2	6	23	25	\$173,750	\$185,750
92086	Warner Springs	0	0	0	0	\$0	\$0
92091	Rancho Santa Fe	0	1	0	82	\$0	\$549,000
92096	San Marcos	0	0	0	0	\$0	\$0
92101	San Diego Downtown	62	116	80	77	\$422,250	\$414,750
92102	San Diego	6	10	85	120	\$139,000	\$139,000
92103	Mission Hills	23	43	45	55	\$455,000	\$438,500
92104	North Park	12	21	41	82	\$237,313	\$225,625
92105	East San Diego	7	17	59	61	\$117,000	\$110,000
92106	Point Loma	3	8	16	63	\$450,000	\$340,950
92107	Ocean Beach	1	5	8	14	\$249,000	\$422,000
92108	Mission Valley	28	55	58	55	\$202,500	\$230,000
92109	Pacific Beach	18	40	44	49	\$520,000	\$412,500
92110	Old Town SD	21	29	41	42	\$282,000	\$262,000
92111	Linda Vista	8	22	61	65	\$225,000	\$220,000
92113	Logan Heights	1	3	28	19	\$230,000	\$183,000
92114	Encanto	1	3	168	136	\$128,300	\$202,000
92115	College Grove	12	24	81	101	\$121,500	\$124,000
92116	Normal Heights	5	15	24	25	\$163,000	\$163,000
92117	Clairemont Mesa	12	19	82	76	\$265,000	\$210,000
92118	Coronado	9	13	204	156	\$830,000	\$830,000
92119	San Carlos	6	12	27	63	\$180,750	\$215,500
92120	Del Cerro	6	17	72	76	\$155,000	\$155,000
92121	Sorrento	1	2	95	51	\$370,000	\$384,500
92122	University City	17	36	133	103	\$245,000	\$324,875
92123	Serra Mesa	7	12	82	103	\$270,000	\$199,500
92124	Tierrasanta	4	11	58	49	\$323,000	\$325,000
92126	Mira Mesa	13	27	100	77	\$215,000	\$215,000
92127	Rancho Bernardo	23	41	62	84	\$355,000	\$325,0



COMPARATIVE SALES - EXISTING HOMES - FEBRUARY 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 February 2013	\$238,742,755	28.362	15.841	\$787,093,892	14.972	0.492
2 Average Sales Price February 2013	\$313,311	26.172	2.311	\$521,946	14.667	3.891
3 Median* Sales Price February 2013	\$250,000	25.940	2.040	\$410,000	13.880	5.120
4 Sold Listings February 2013	762	1.736	13.224	1,508	0.266	-3.271
5 Average Days on Market February 2013	74	-26.733	-6.329	70	-22.222	-4.110
6 Total Sales Volume February 2012	\$185,991,927			\$684,596,818		
7 Average Sales Price February 2012	\$248,320			\$455,184		
8 Median* Sales Price February 2012	\$198,500			\$360,000		
9 Sold Listings February 2012	749			1,504		
10 Average Days on Market February 2012	101			90		

	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	\$455,962,059	22.463		\$1,629,420,614	17.167	
12 Average Sales Price YTD 2013	\$308,082	23.042		\$511,111	12.683	
13 Median* Sales Price YTD 2013	\$248,250	24.120		\$400,000	14.280	N/A
14 Sold Listings YTD 2013	1,480	-0.471		3,188	3.979	
15 Average Days on Market YTD 2013	76	-29.630		72	-23.404	
16 Total Sales Volume YTD 2012	\$372,327,555			\$1,390,686,811		
17 Average Sales Price YTD 2012	\$250,388			\$453,583		
18 Median* Sales Price YTD 2012	\$200,000			\$350,000		
19 Sold Listings YTD 2012	1,487			3,066		
20 Average Days on Market YTD 2012	108			94		

Copyright 2013 Greater San Diego Association of Realtors. Data for single-family attached and detached home sales through the Multiple Listing Service of Sandicor, Inc. Neither SDAR nor Sandicor guarantees or is responsible for its accuracy. *The median home price is the price where half of the homes sold for more and half sold for less. It is a more typical price measure than average, which can be skewed high by a relative handful of million-dollar plus transactions.

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Housing Opportunities Committee Helps Homeowners and Promotes REALTORS® as "Smart Money" Move

In February, SDAR's Housing Opportunities Committee (HOC) partnered with the Housing Opportunities Collaborative, a national leader in assisting distressed homeowners, to offer a free clinic with REALTOR® counselors to assist distressed homeowners as part of the Smart Money Summit at the Jacobs Center in South San Diego.

SDAR President Linda Lee was a key speaker welcoming the hundreds of community members to the summit and highlighted SDAR's efforts to help distressed homeowners and First Time Homebuyers. "As real estate professionals, we're proud to be involved in this important public service to homeowners in our community who need to know the options available to them to help them keep and purchase homes,"

said Lee. Lee emphasized that most importantly using a REALTOR® to purchase a home was "smart money."

San Diego County Supervisor Ron Roberts presented SDAR's with a Certificate of Commendation for its "assistance to distressed homeowners and help in preventing foreclosures." Committee member Denise Matthys also spoke to Fox 5 News regarding SDAR's efforts to help homeowners maintain the dream of homeownership. SDAR's sponsorship of the event was made possible by a National Association of REALTORS® Housing Opportunities grant.

To learn more or to join the Housing Opportunities Committee or volunteer at future events that benefit our community, e-mail govaffairs@sdar.com or call (858) 715-8056.



Pictured (left to right) are: SDAR President Linda Lee, SD Councilmember Marti Emerald, HOC members Vicki Lisama, Denise Matthys, and Vernice Ross.

President's Circle Reception a Splash on the San Diego Political Scene

It was the "who's who" event for San Diego's politicos. More than 40 elected officials and staff were on hand to mix and mingle with SDAR's leadership, Political Action Committee contributors, and friends to pay tribute to SDAR's incoming President Linda Lee. The President Circle reception, which was part of SDAR's Installation evening, was hosted to benefit SDAR's political efforts.

Members of Congress, San Diego Mayor and City Councilmembers, County Supervisors, and many other

elected from around the county were on hand to congratulate Linda on her installation and present thanks to SDAR outgoing President Donna Sanfilippo for her service last year. Among the elected were SDAR's own members and elected officials, Santee Councilman Rob McNelis and Coronado Councilmember Richard Bailey.

To learn more about SDAR's Government Affairs or support SDAR's political advocacy, call (858) 715-8056 or email govaffairs@sdar.com.



Pictured are (left to right): San Diego First Lady Bronwyn Ingram, Assemblyman Ben Hueso, Mayor Bob Filner, SDAR President Linda Lee, Supervisor Dave Roberts, and Council President Todd Gloria.

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EBROKERHOUSE AND SDAR ANNOUNCE PARTNERSHIP



The Greater San Diego Association of REALTORS® (SDAR) and transaction management software provider eBrokerHouse, Inc., announce a groundbreaking agreement, which makes the eBrokerHouse platform available to SDAR members. The service is fully integrated with the Sandicor MLS and

will enhance the ability of members to manage their businesses and serve their clients.

eBrokerHouse CEO Alan Fenn said, "We are very excited about working with SDAR and helping their members become more organized and efficient and in turn more productive. Our plat-

form will make a huge impact on improving the way SDAR agents manage their businesses and accept, manage and negotiate offers. One great benefit of the eBrokerHouse platform is that it creates a transparent offer process for all parties involved, removing the suspicion of any fraud or negligence that plagues many multiple offer situations in this current market. It also allows the list agent to receive offers direct from the MLS and easily manage multiple offers on multiple properties in one central location."

The seamless integration of eBrokerHouse with the MLS will allow SDAR member listing data to be automatically populated into their eBrokerHouse accounts, eliminating the need for SDAR agents to re-enter their listing data after it has already been entered into the MLS. This is integral for easy implementation and strong adoption.

"This is an outstanding partnership that will benefit consumers and our members," said SDAR CEO Mike Mercurio. "eBrokerHouse is the industry leader in online offer submission technology, a feature which will be a revolutionary tool for our agents."

Online Offer Submission Overview:

- Streamline. Receive offers online direct from the MLS.
- De-clutter. No more lost emails, stacks of paperwork, manila folders, etc.
- Simplify Multiple Offer Situations. Easily manage all offers in one location.
- Transparency. All parties know the offer status at all times. No more calls.
- Show Number of Offers Received. This leads to higher offer prices.
- Happy Buyer Agents. Easy process, they know their offer has been received.
- Easy Counter Process. Docs and

notes submitted online. Very Organized.

- Custom fields. You control what info & docs are required to be submitted.
- Double End Deals. Receive offers direct from buyers outside the MLS.

In addition to its great organizational benefits, online offer submission allows listing agents to better control the offer process by having the option of requiring certain pieces of information or documents be submitted with the offer or requesting that the buyer gets pre-approved by a particular lender if necessary. This ensures complete offers are submitted and saves agents a lot of time and the hassle of chasing down missing paperwork.

Buyers' agents also benefit from the offer submission platform, as they instantly notified that their offer was received and can view the status of their offer online at any time. This eliminates the need to continually follow up with listing agents to ask about the status of their offers. In addition, buyers' agents can easily amend their offer terms and submit notes to the listing agent online.

Most SDAR members will be able to use the web-based eBrokerHouse platform absolutely free, and higher-volume list agents and teams will get a substantial discount on the paid version of the software platform. The limitations of the free account are 10 active listings, 1GB storage, no sub-users. Paid accounts can manage up to 50 listings, 20GB storage, and unlimited sub-users.

The basic paid account for SDAR members is \$29.99 per month (40% off regular price). SDAR REALTOR®Plus members pay \$19.99 per month (60% off when they use a member code).

To get started, go to www.ebrokerhouse.com to set up your account or contact SDAR Member Services at (858) 715-8040 for more information.

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MANAGEMENT

TOP 5 BENEFITS OF PARTICIPATING IN YOUR LOCAL MLS MARKETING MEETINGS

By Regina P. Brown

If you want to be successful, just copy the top producers. And what do top listing agents and buyer agents do? On weekday mornings, we can find these "movers and shakers" participating in our local weekly MLS marketing meetings.

Also known as "MLS sales meetings," "pitch sessions," or "association meetings," the content and length vary in each area. REALTORS® and Affiliates in each neighborhood or community host these weekly events.

The marketing meetings are always exciting and a great way to power up your day! Each meeting lasts about 45 to 60 minutes, but can be as short as 10 minutes. The meetings precede the local area's caravan tour (broker's open house tour).

Here are 5 reasons to participate in your local REALTOR® MLS marketing meeting:



Sell your listings! The number-one reason to come to an MLS meeting is to market your properties



to agents who have buyers. Get more exposure for your listings by describing its best features! Before your open house, you can stand in front of the meeting and make a pitch for your property. Agents see you promoting your property, they get to know you, and feel confident in your selling skills.



Find great deals before they hit the MLS! Agents pitch their "pocket" listings or upcoming listings which are NOT yet on the MLS. Grab a great listing for your buyers before it even goes on the market. Meetings are a great place to put deals together, especially if the group is very dynamic and engaged. I've seen many profitable transactions come together before anyone else knows the listing is available.



Your buyers get priority! During the "buyer wants and needs" part, you'll announce

your buyer's search criteria, and agents with upcoming listings may already have a property for them. Some meetings will allow you to list your buyer wants and needs on a list or a web site for a few weeks.



Meet high quality vendors. Meet and screen service providers so you can recommend high quality vendors to your clients. Build your team with solid partners such as reliable home inspectors, escrow reps, title reps, appraisers, mortgage lenders, home warranty providers, insurance reps, and home stagers. I prefer to hire REALTOR® Affiliates who attend the weekly meetings – they're visible, knowledgeable, and accountable.



Synergy. Thrive on the burst of positive energy. For those of us who primarily work from home, or don't work our

real estate career on a full-time basis, we need this interaction. We see professionalism modeled, business relationships growing, and we feel energized about our career and ready to start the day on a positive note!

Join us at our weekly meetings and bring a buddy! Ride to the meeting and then caravan to the open houses together to save fuel. To locate marketing meetings, go to the SDAR website www.sdar.com, click on Membership and look for "Caravans & Open Houses," or go to the Sandicor website www.sandicor.com, click on Resources and look for "Tours."

Become a local community expert while making powerful connections with your colleagues! Each area has its own unique meeting, so check out several. You'll be surprised by how much you learn about the real estate industry, the business of being a professional salesperson, and our local available inventory.

(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.)

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SDAR Education Schedule

Classes subject to change or cancellation.

LEGEND: KEARNY MESA SOUTH COUNTY EAST COUNTY DEL MAR CORONADO

Check www.sdar.com for current information.

R-Plus = REALTOR® Plus+ price

RMS = Risk Management Specialist price

MAR	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
21-22	Certified Negotiation Expert Designation	8:30 am – 5:00 pm	\$249	\$249	\$249	\$269	15 CP	John Wenner
21	Google Calendar Training (3 courses)	9:00 am – 1:00 pm	\$20	\$20	\$20	\$35	NA	Randy Jones
21	Google Sites Training	2:00 pm – 3:30 pm	\$10	\$10	\$10	\$20	NA	Randy Jones
21	Point2 Listing Syndication	9:00 am – 10:00 am	Free	Free	Free	Free	NA	Point2 Trainer
26	Managing Single-Family & Small Investment Prop.	9:00 am – 4:30 pm	\$50.15	\$59	\$59	\$79	NA	Ginni Field
28	Brokers: Stay DRE Compliant/Google Technology	11:00 am – 12:30 pm	\$10	\$10	\$10	\$20	NA	Randy Jones
28	QuickBooks for Property Managers & Landlords	3:00 pm – 6:00 pm	\$20.40	\$24	\$24	\$34	NA	Mike LaNier
29	Accessing Google E-mail Via the Web	9:00 am – 10:00 am	\$10	\$10	\$10	\$15	NA	Randy Jones
29	Accessing Outlook E-mail Via Google	10:30 am – 11:30 am	\$10	\$10	\$10	\$15	NA	Randy Jones
APR	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
2	When in Doubt... Disclose, Disclose, Disclose!	9:00 am – 1:00 pm	\$65	\$81	\$81	\$90	NA	Michael Spilger, Esq.
3	Generation Buy: Use the Right Marketing Techniques	9:00 am – 4:00 pm	\$84.15	\$99	\$99	\$119	NA	Ginni Field
5	How to Start & Operating a Real Estate Brokerage	9:00 am – 12:00 pm	\$24.65	\$29	\$29	\$39	NA	Jonathan Schneeweiss, JD
5	Title Insurance Basics (a "brown bag" seminar)	12:00 pm – 1:30 pm	\$8.50	Free	\$10	\$20	NA	Jackie Oliver, Esq./Trish Troxler
8	Google Productivity Suite for Buyers	12:00 pm – 3:00 pm	\$21.25	\$25	\$25	\$40	NA	Randy Jones/Kevin Burke
10 & 11	Accredited Buyer Representative Designation	9:00 am – 4:00 pm	\$254.15	\$299	\$299	\$325	12 CP	Ginni Field
11	Google Apps Training	9:00 am – 11:00 am	\$10	\$10	\$10	\$15	NA	Kevin Burke, JD
16	Brokers: Stay DRE Compliant/Google Technology	11:00 am – 12:30 pm	\$10	\$10	\$10	\$20	NA	Randy Jones
18	Google Calendar Training (3 courses)	9:00 am – 1:00 pm	\$20	\$20	\$20	\$35	NA	Randy Jones
18	Tempo/Fusion Tips & Updates	9:30 am – 11:30 am	Free	Free	Free	Free	NA	Sandicor Trainer
18	Point2 Listing Syndication	9:00 am – 10:00 am	Free	Free	Free	Free	NA	Point2 Trainer
22	REALTORS® Property Resource	9:00 am – 11:00 am	Free	Free	\$10	\$20	NA	Kevin Burke, JD
22	Google Productivity Suite for Sellers	12:00 pm – 3:00 pm	\$21.25	\$25	\$25	\$40	NA	Randy Jones/Kevin Burke

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

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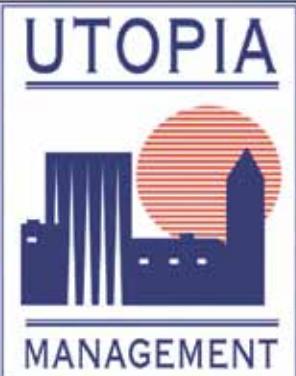
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APRIL 2013 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	COMMITTEE MEETINGS
		1 New Member Orientation 8:30 am–3:00 pm (Kearny Mesa)	2 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) When in Doubt... Disclose! 9:00 am–1:00 pm (Del Mar) Free MLS Tempo Training 9:15 am–4:30 pm (Kearny Mesa)	3 Generation Buy 9:00 am–4:00 pm (Kearny Mesa)	4	5 Start & Operate a Brokerage 9:00 am–12:00 pm (Kearny Mesa) Title Insurance Basics 12:00 pm–1:00 pm (Kearny Mesa)	6
7	8	9	10	11	12	13	2 Bylaws 3:00 pm – 5:00 pm 5 Leadership Advancement 9:00 am – 11:30 am 8 Housing Opportunities 10:00 am – 12:00 pm 9 Young Professionals Network 9:00 am – 10:30 am 10 Commercial Alliance (CRASD) 9:00 am – 10:00 am 10 Grievance 9:00 am – 11:00 am 10 Risk Management 12:00 pm – 2:00 pm 12 Executive 8:00 am – 9:00 am 12 SDAR Board of Directors 9:00 am – 12:00 pm 16 CREA Board of Directors (at Coronado Service Center) 3:00 pm – 5:00 pm 17 Professional Standards Exec. 9:00 am – 11:00 am 18 C.A.R. Directors Pre-Meeting 10:00 am – 12:00 pm 18 Global Real Estate Council 1:00 pm – 2:30 pm 25 Business Dev. & Technology 1:30 pm – 3:30 pm 26 Government Affairs 9:00 am – 10:30 am 26 REALTOR® Political Affairs 11:00 am – 1:30 pm
14	15	16 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Brokers: Stay DRE Compliant; Improve Workflow with Google 11:00 am–12:30 pm (East County)	17	18 Google Calendars 9:00 am–1:00 pm (South County) Tempo/Fusion Tips & Updates 9:30 am–11:30 am (Coronado) Point2 Syndication Seminar 12:00 pm–1:00 pm (Del Mar)	19 San Diego County REALTOR® Expo & Conference 8:00 am–5:00 pm San Diego Convention Center Visit www.SDARExpo.com (SDAR Service Centers Closed)	20	
21	22	23 REALTORS® Property Resource 9:00 am–11:00 am (Del Mar) Google Productivity Suite - Buyers 12:00 pm–3:00 pm (Del Mar)	24 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Student Mixer 5:00 pm–7:00 pm (Kearny Mesa)	25 Google Drive & Docs 9:00 am–10:30 am (Kearny Mesa) Google Sites 11:00 am–12:30 pm (Kearny Mesa)	26 Short Sales & Foreclosures (SFR) 8:30 am–5:00 pm (Del Mar) zipForm® Hands-On Lab 9:00 am–12:00 pm (East County) Thursday Thursday - VPN Mixer 5:00 pm–7:00 pm (Location TBA)	27 Contract Essentials 8:00 am–5:00 pm (Kearny Mesa) HOAs & Real Estate Transaction 2:30 pm–5:00 pm (Kearny Mesa)	
28	29 How to Avoid Lawsuits 9:00 am–1:00 pm (East County) Google E-mail Training 9:00 am–11:30 am (South County) How to Value Income Properties 11:30 am–1:30 pm (Kearny Mesa)	30 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa)					

All classes/events subject to change or cancellation.



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