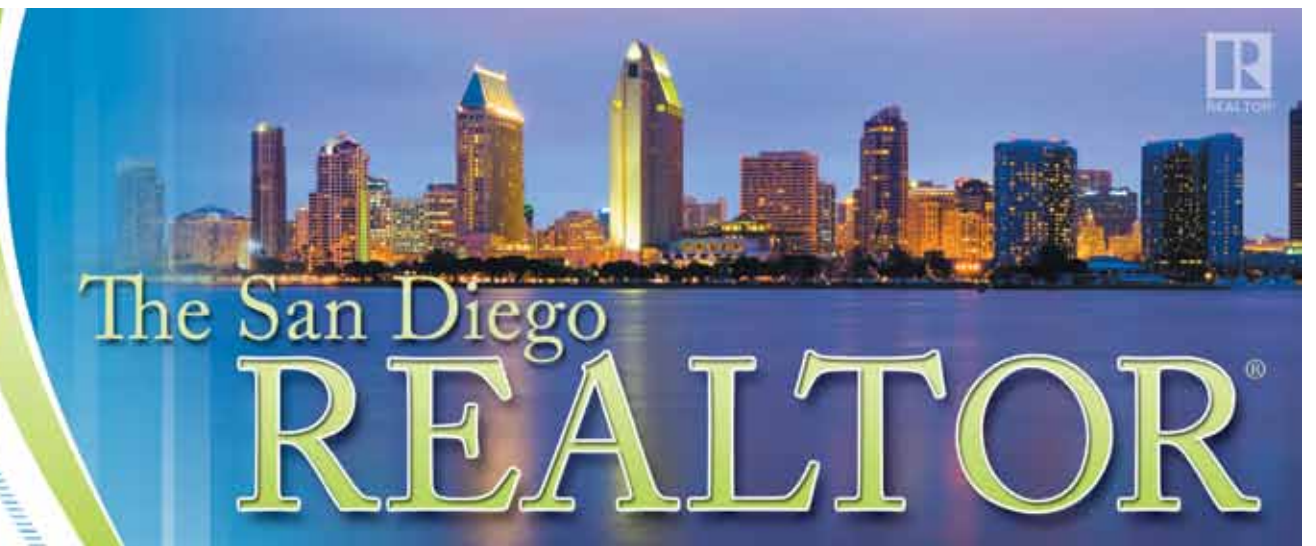




4845 Ronson Court • San Diego, CA 92111-1803

IN THIS ISSUE:

- 2 PRESIDENT'S PERSPECTIVE
- 3 CEO REPORT
- 4 NOVEMBER REALTOR® APPLICANTS
- 12 JANUARY CALENDAR



THE TRUSTED VOICE OF SAN DIEGO REAL ESTATE

What's Happening at SDAR • December 2012

Installation of 2013 Officers and Directors is January 12

For over 100 years, San Diego's top REALTORS®, elected officials, and dignitaries have gathered to celebrate the installation for its incoming leadership and preeminent leaders in the San Diego real estate industry.

On Saturday, January 12, the Greater San Diego Association of REALTORS® will host the 2013 Installation Dinner and Dance at the elegant Sheraton San Diego Hotel & Marina on San Diego Bay. The evening's celebration will feature a reception, dinner, dancing, and a program including the Installation of 2013 President Linda Lee, the 2013 Executive Officers, and 2013 Board of Directors. The dinner features traditional Chinese fare.

Also on the program are the presentation of the 2012 SDAR Awards of Excellence, given in the areas of REALTOR® of the Year, Broker of the Year, Office Manager of the Year, and Affiliate of the Year. Several elected officials along with NAR and C.A.R. leaders will be in attendance to support REALTOR® advocacy.



There will also be homage paid to the past year at SDAR, a farewell to SDAR's Immediate Past President Donna Sanfilippo, and special recognition.

For all SDAR members that are interested in attending the dinner and dance, tickets are \$49 per person, and \$399 for a table of 10.

You're also invited to attend the President's Circle Reception (a benefit for REALTOR® advocacy), held prior to the dinner program. Tickets for this special reception must be ordered separately from the dinner tickets, and are \$50 per person, \$75 per couple.

Register online at www.sdar.com/installation or call (858) 715-8000.

RSVP is required by Friday, January 4.

New Year, New Laws: Don't Miss Out on Seminar on Jan. 9

As we prepare to ring in the New Year, with many of us setting resolutions to drop a few pounds, the government has predictably added to the waist of the law books by passing over 500 new California laws that will go into effect as of January 1.

New laws that affect the way you do business, revisions to the tax code that can affect your bottom line, and the knowledge you need to succeed will be presented by C.A.R.'s Legal Counsel Gov Hutchinson and other experts who can help navigate you to a successful and law abiding 2013!

Hutchinson's class has gotten amazing reviews for its entertainment value and added value to your business. All proceeds from the class fee go to SDAR's local PAC, which helps lower your cost of doing business.

For more information about the 2013 new laws, be sure to attend the "New Laws Affecting Real Estate" class sponsored by the REALTORS® Political Affairs Committee on Wednesday, January 9 at the SDG&E Energy Innovation Center.

New 2013 Laws Affecting Real Estate

Date: Wednesday, January 9

Time: 8:30 a.m.-11:30 a.m.

Location: SDG&E Center for Sustainable Energy
8690 Balboa Avenue #100
(Kearny Mesa)

Price: \$35 (a minimum of \$35 PAC 2013 contribution required to attend the class)

Register: sdar.com/lawclass

Sign up before it sells out!

Government Affairs needs your continued support and participation. All REALTORS® are encouraged to contribute to the annual PAC fund-raising efforts and events. If you are interested in joining the efforts of the Government Affairs Committee, please contact Jordan Marks at (858) 715-8012 or e-mail jmarks@sdar.com to learn more about how you can become an active community leader.

PERIODICAL

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Holiday House!

The culmination of SDAR's Holiday House charitable program was December 6 with a celebration at The Driftwood in Olde Del Mar. **Pictured above are President-Elect Linda Lee, Assemblyman Brian Jones (who presented SDAR a proclamation from the California Assembly), and President Donna Sanfilippo.** At right is one of the younger attendees who admired some of the toys collected for the charities. More images from the event can be found on SDAR's Facebook page, and more details and acknowledgements from the initiative will be published in the January publication.



PRESIDENT'S PERSPECTIVE

2012 PRESIDENT

DONNA SANFILIPPO



It is hard to believe that 2012 is almost over. In so many respects it has been a remarkable year for our industry and there is so much to be excited about heading into 2013. Home prices are up, more units are selling and consumer confidence is growing.

All year we've seen a constant rise in median home prices. That trend held its course through November with a 2 percent increase over October. Compared to November last year, it was an increase of 17 percent. Attached units also saw growth in median pricing, up 6 percent over October. What is most encouraging is that the growth we have seen all year has been steady and sustainable.

As always, the Greater San Diego Association of REALTORS® (SDAR) took time this year to give back. Our Holiday House celebration on December 6 -- a drive to help those in need in our community -- was packed from wall to wall with donations. We saw generosity on the part of our members like never before. This year with your help, we were able to raise \$20,000. The donated toys, food, household items, gift cards and other items will

be distributed to children, the homeless, senior citizens and San Diego's military families. To learn more about Holiday House and the sponsors who made the event possible, visit www.sdar.com/holidayhouse.

SDAR has put together a video for the Association of Strategic Planning 2012 Video Contest. You can view it by going to www.sdar.com and clicking on the Facebook icon. I hope you'll check it out and please "like" the video to help us reach our goal: 50,000+ likes by December 31. Forward the video to as many people as possible and encourage them to "like" our video as well.

It has been an incredible year for SDAR and an honor to serve as your president. RETHink was a huge success, REALTORPlus and Google Apps have received great reviews and our new website is a powerful tool that will help all of us. With home inventory holding steady and sales figures showing a vast improvement over 2011, it is hard not to feel good about 2013! To be sure, there is new work cut out for us. SDAR is excited about the opportunities and challenges ahead.

On behalf of everyone at SDAR, I would like to wish you and yours a very happy holiday season!



COMMERCIAL ALLIANCE TAKES NOMINATIONS FOR DEAL MAKER OF THE YEAR PRESENTATION

The Commercial Real Estate Alliance of San Diego (CRASD) recognizes San Diego brokers and brokerage teams that have completed significant transactions in San Diego and other U.S. markets in the past year.

Don't miss the 2012 Commercial Dealmakers Awards on Thursday, January 31, a great networking opportunity.

San Diego real estate professionals and brokerage houses may nominate deals for consideration. The transaction closing date eligibility is January 31, 2013 for the January 4, 2013 nomination deadline.

The selection committee will judge all nominations based on the submitted narratives covering the following:

- Transaction Complexity
- Size
- Deal Points
- Broker Creativity
- Total Dollar Consideration
- Obstacles and Challenges Overcome

Date: Thursday, January 31, 2013

Time: 5:30 pm – 8:00 pm

Location: San Diego Yacht Club
1101 Anchorage Lane, San Diego, 92106

Cost: \$35 for CRASD Members
\$45 for Non-Members
(Price includes appetizers and drinks)

For a Deal Maker of the Year Nomination form and to register to attend, go to: www.sdar.com/CRASD

The San Diego REALTOR®

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2012 Officers

Donna Sanfilippo, GRI - *President*
Linda Lee, CPA, PFS, e-PRO, GRI, RMS - *President-Elect*
Leslie Kilpatrick - *Vice President*
Glenn Bennett - *Treasurer*
Robert Kevane - *Immediate Past President*
Mark M. Marquez - *Immediate Past President*
Michael T. Mercurio, Esq. - *Chief Executive Officer*

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David Cabot
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BOARD OF DIRECTORS HIGHLIGHTS OF NOVEMBER 2012 MINUTES

• **President's Report:** During Donna Sanfilippo's report, Government Affairs Director Jordan Marks reported on the very successful First-Time Home Buyer's Workshop held in October. Nearly 140 people attended, and the main message was the importance of utilizing a REALTOR® for a successful transaction. Marks also reported that in meeting with the local Lead Paint Coalition, mandatory point-of-sale rules were successfully taken off the negotiation table.

• **Treasurer's Report:** Glenn Bennett distributed the 2013 SDAR budget, and upon recommendation of the Executive Committee, the Board of Directors accepted the budget as presented.

• **Chief Executive Officer's Report:** Michael Mercurio reported that approximately 1,000 SDAR members are using the Google platform offered through the association, and that SDAR's website and REALTOR® dashboard are nearly ready to launch. He also gave updates on the fall marketing campaign, Ambassadors Foundation, educational programs and social media plans for the coming year.

• **Committee Business:** Glenn Bennett reported on the continuing discussions of the Subsidiary Task Force, and the Board of Directors unanimously approved creation of a subsidiary company, with a business plan to be available at the December meeting.

Upon recommendation of the Professional Standards Committee, the Board of Directors unanimously approved the creation of a board policy to allow ethics hearing panels to find no violation of Article 16 of the Code of Ethics in cases in which a listing agent brings an ethics complaint against a buyer's agent for contacting a seller solely for the purpose of delivering an offer to the listing agent's seller. Buyer's agent must prove: (1) they were acting in compliance with MLS Rule 9.1(b); and (2) there is a fact pattern establishing the listing agent was in violation of Standard of Practice 1-6. Staff will be creating a corresponding San Diego Case Interpretation.

What a great year! Our industry has seen early signs of recovery, and your Greater San Diego Association of REALTORS® (SDAR) has been equipping you to take advantage of this growth. We have hosted some of our greatest networking and educational events this year as well as launched groundbreaking technological applications for our members.

Of course one of the most exciting developments of the year just launched! Recently SDAR unveiled its brand-new website. It's loaded with features and information to help our members succeed. The all new REALTOR® Dash provides single sign-on access to the tools you use to complete your transactions. This state-of-art dashboard will streamline your business and allow you to get back to doing what you do best: selling homes. No other association in the country provides this tool to its full membership. We do!

We also made it a priority this year to reinvigorate our education program by providing the Prepaid Professional Development Pass. With the industry turning a corner, we believe that access to the most up-to-date, relevant information will be invaluable in winning business. For more information visit www.sdar.com/edpass.

This year we also made it a priority to give you resources for streamlining your business. We have made REALTORPlus and Google Apps available to our membership, a service that replaces expensive computer memory backups and makes information accessible just about any-



MICHAEL T. MERCURIO

where! Visit www.sdar.com/google for more information or to sign-up.

There are many other tools that we have released this year, all of which can be accessed on the new website, but this holiday season is about more than business. We were thrilled to be able to once again organize the Holiday House celebration on December 6. SDAR members stepped up for our community by making donations of toys, gift cards, money and more. These donations will benefit San Diego's elderly, homeless and military families. What a great way to close out 2012!

It goes without saying that 2013 is going to be a big year. We have reason to believe the housing market will continue to improve, but we also know how much work is ahead. SDAR has big plans for the new year and we look forward to working with you to make San Diego the best place to work, live and raise a family.

Happy Holidays!

Michael T. Mercurio



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THE BENEFITS OF BEING AN AFFILIATE MEMBER

By Robert Muir

As an Affiliate member of the Greater San Diego Association of REALTORS®, I would like to share my reasons why this membership is so valuable. First, some background: I am an attorney who has practiced real estate law in San Diego for 30 years. I have been a SDAR Affiliate for many years and serve on the Risk Management Committee which develops the transaction forms used in the county, and puts on programs for brokers and agents. I have also enjoyed writing articles for SDAR's magazine and speaking on legal issues.

Learning from Colleagues: A significant benefit of being an Affiliate is the opportunity to work with REALTORS® who have a great deal of knowledge and experience. It has been helpful to hear firsthand about the latest challenges agents and brokers face, from current issues with short sales to new disclosure issues agents and parties need to be aware of.

Early in my career, I attended the "brown bag" lunches put on by the REALTOR®/Attorney Committee, a joint committee of the county Bar Association and SDAR. I was fascinated by the stories I heard which motivated me to practice in this field. I also learned how real estate was done in

the field and the practical approaches to dealing with problems. Lesson: one of the best forms of education and knowledge comes from the colleagues you will meet as an Affiliate member.

Developing Valuable Contacts: I recently had the good fortune of being able to stop a foreclosure set for the next day, not because of my legal ability, but by obtaining from a colleague the phone number of the foreclosure company's legal counsel. I have met REALTORS® and experts who I call on a regular basis to ask about a particular issue and who provide valuable information. Lesson: Key contacts you make as an Affiliate member can be more valuable at times than technical knowledge.

Learning to Resolve Conflicts: I take calls from REALTORS® referred by the C.A.R. Hotline. I hear about the problems agents and brokers encounter with their clients and with each other. Much of the time, the problems stem from a lack of clear communication or agreement. I see the stress of having to get an escrow closed or having a commission held up. My advice often includes what I think is the best practical approach they should take as much as to advise them on the law. Professionalism and civility can be chal-

lenging in these situations. However, resolving conflicts benefits everyone, reduces costs and preserves important business relationships. Lesson: Being active as an Affiliate opens opportunities to learn about conflict resolution and help others resolve their differences.

Facing New Challenges: A key benefit of membership in SDAR, with many members active in C.A.R. and NAR, is that we hear about trends and proposed laws. REALTORS® I talk to inside and outside of the Risk Management Committee share what they are seeing in the field. For example, I currently see an increase in Department of Real Estate audits and complaints filed against property managers and brokers on trust fund and other issues. Disclosure issues continue to prevail, and more so, with investor sellers who are not familiar with the property. Lesson: As an Affiliate of a large professional organization, you will learn what issues to be prepared for.

I'm grateful for the opportunity to be involved in SDAR and to receive the benefits of being an Affiliate. I encourage you to contribute and reap the benefits!

Robert Muir is the 2011 Affiliate of the Year. He can be reached at rm@muirlaw.com.



NOVEMBER 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®

Tammy Abbott - Tammy Abbott
Joseph Capozzoli - Residential Professionals
Scott Liu - Scott Liu
Julie Lockard - Julie T. Lockard
Michael Martin - Virtue Realty Group, Inc.
Efren Medina - Efren Medina
Joseph Seckelman - J D Seckelman Real Estate
Monica Villarreal - Merchants Realty & Loan Corp.
Jeanne Zehr - Jeanne Zs Realty Team

REALTORS®

Alex Aguilar - Axia Real Estate Group, Inc.
Joseph Ammarato - Pacific Blue Realty
Jeff Bales - Preferred Properties of California
Vince Bayard - Prudential California Realty
Jane Braun - Park Life Real Estate
Justin Burger - Gold Coast Properties
Frank Capioux - USA Realty and Loans
Craig Carlson - Thomas REALTORS®
Jennifer Castillo - Polo Properties
Jason Chalkley - Coldwell Banker Residential
Bonnie Chapman - San Diego Castles Realty
Tammy Chiu - The Registry Real Estate Group
Sara Clarke - Your Home Finders
Katherine Cohan - Chase Pacific Property Mgmt.
Mary Cook - All Points Real Estate
Brenda Cote - Keller Williams SD North Inland
Benjamin Crosby - Keller Williams SD Central Coastal
Alan Cummings - Century 21 Award
Kevin Darr - Century 21 Award
Robert Dwyer - Keller Williams SD Metro
Renee Ecklund - Andrew Arroyo Real Estate, Inc.
Robin Fournier - Keller Williams Realty La Jolla
Sandra Helsel - Pacific Sotheby's Int'l Realty

Juan Hernandez - Suncrest Capital
Julianna Hubbell - Dana Home Realty
Jody Johnson - Realty Experts/J&P Financial
Cynthia Kasper - Julian Properties
Brian Keiner - Coldwell Banker Residential
Karla Kennedy - Park Life Real Estate
Tran Le - Keller Williams SD Central Coastal
Ivory Lewis - Pacific Sotheby's Int'l Realty
William Li - Top Notch Realty, Inc.
Valli Lopez - Cal State Realty Services
Bobbi Lucas - Kristi Cowan
Loretta Luther - Bill Luther Realty
John Matalone - Park Life Real Estate
Michael McQuiggan - Ascent Real Estate, Inc.
Carrie Miller - Coldwell Banker Residential
Lance Miller - Cal-Prop Realty Inc.
Tammy Miller - ZipRealty, Inc.
Larry Munsterman - Town & Country Real Estate
Jessica Mushovic - Real Living Napolitano Real Estate
Hoai Nguyen - Realty One Group
Sandra Noble - Noble Properties
Michael Olvera - Century 21 Award
David Ott - The Real Estate Company
Stephanie Owen - Fletcher Team, Inc.
Therese Pallares - Ascent Real Estate, Inc.
Erin Paterson - Coldwell Banker Res. Brokerage
Thomas Patton - Thomas REALTORS®
Tiffany Patton - Thomas REALTORS®
Becque Peters - Real Living Lifestyles
Shaun Rehmani - California Real Estate & Mortgage
Dannie Reis - John A. Reis & Company
Kande Revetta - SD Mortgage & Real Estate
Natalie Ross - Silvercrest Realty Group, Inc.
James Rowland - Coldwell Banker Residential
David Samuelson - Prudential California Realty
William Savory - Prudential California Realty
Mark Schafer - Genesis Realty
Sherrilyn Shields - Burke Real Estate Consultants
Garrin Smith - California Real Estate Direct
Seth Struiksma - Real Estate EBroker, Inc.

Paranee Sun - Keller Williams Realty La Jolla
Douglas Taber - Keller Williams SD Central Coastal
Adam Tarnow - Trinity Homes and Investments
Wesley Tart - Century 21 Award
Steve Tauber - Jeremiah Juncal, Broker
Tania Temmera - Realty Executives All Area
Sharon Thomas-Donahue - Willis Allen Real Estate
Lisa Thompson - Mark Schwartz Realty
Marina Tsyk - Prudential California Realty
Fariba Vafae - Real Estate EBroker, Inc.
Dulce Vigilia - Realty Service Center
Lorraine Weiland - Century 21 Award
Nina White - Prudential California Realty
Kevin Won - Keller Williams Carmel Valley
Maria Wright - Prudential California Realty
Mary Ann Yaghdjian - Alan J. Yaghdjian
Kristen Yang - Jelley Real Estate
Dawn Youtsey - Dana Home Realty

Secondary Members DESIGNATED REALTORS®

Joyce Chun - Naver Realty
John David - Connect Realty.com
John Karelius - Century 21 Award

REALTORS®

Yasser Aguila Todd - Century 21 Award
Richard Robledo - Parkview Investment & Loan



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Carol Krock
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Randy Nathan
619-471-1789
NMLSR ID 675056



Dreama Brown
619-890-3037
NMLSR ID 512330



Hany Girgis
714-709-3506
NMLSR ID 871041



J. Horacio Herrera
619-656-5800
NMLSR ID 347564



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NOVEMBER STATISTICS DETACHED HOMES

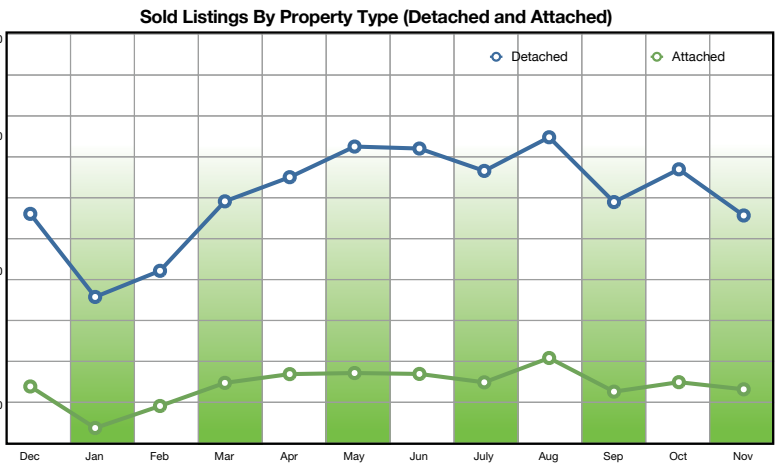
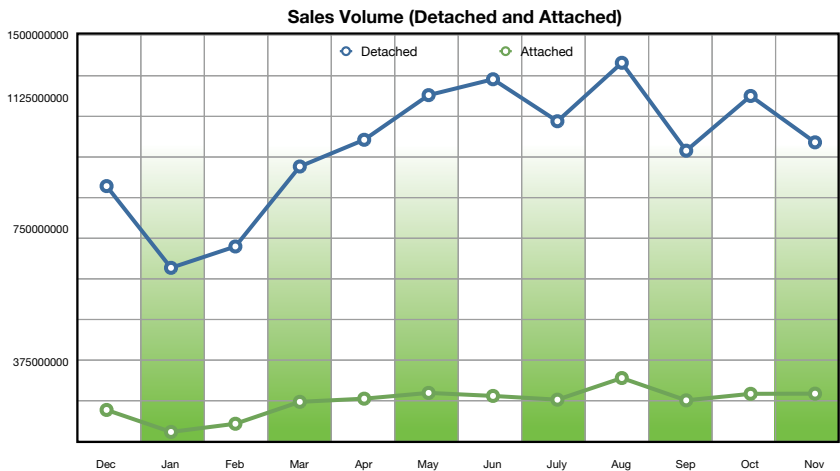
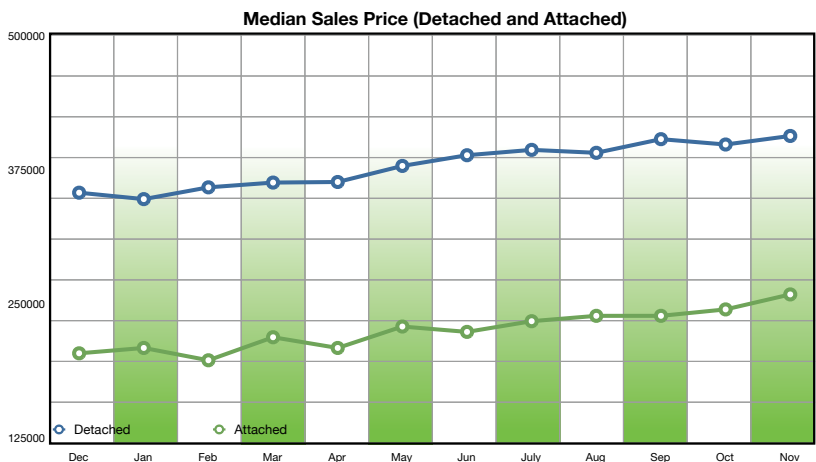
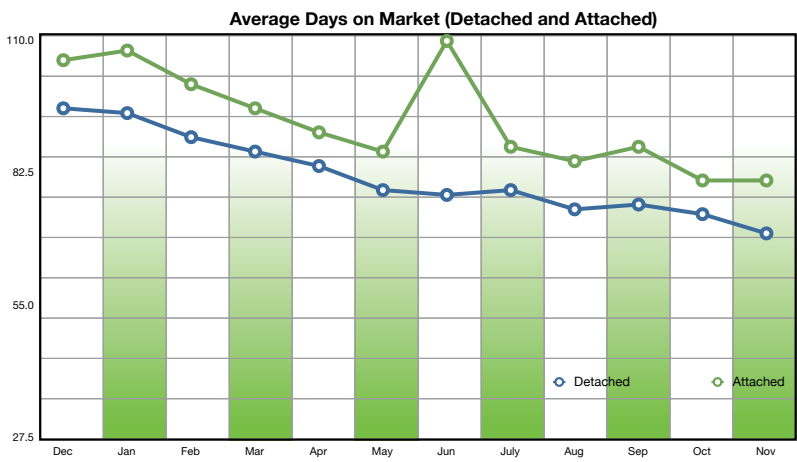
		Current Year - 2012						Previous Year - 2011					
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	13	180	44	83	\$435,000	\$399,000	16	159	122	99	\$406,950	\$425,000
91902	Bonita	8	160	71	91	\$372,450	\$435,000	14	151	114	87	\$417,500	\$430,000
91905	Boulevard	1	13	34	178	\$65,000	\$72,000	2	11	18	75	\$90,550	\$116,000
91906	Campo	6	66	149	83	\$147,000	\$133,500	6	64	66	82	\$82,500	\$130,000
91910	Chula Vista	32	409	87	79	\$349,000	\$330,000	33	390	116	83	\$303,745	\$320,000
91911	Chula Vista	30	423	43	81	\$309,000	\$280,000	32	407	89	95	\$287,000	\$275,000
91913	Chula Vista	35	494	97	106	\$420,000	\$376,901	46	456	110	105	\$365,000	\$365,000
91914	Chula Vista	18	245	85	106	\$502,450	\$489,000	23	224	74	106	\$525,993	\$487,500
91915	Chula Vista	24	436	87	123	\$374,500	\$365,000	28	323	86	102	\$348,500	\$371,000
91916	Descanso	2	21	69	61	\$372,000	\$282,000	2	22	53	67	\$317,000	\$231,250
91917	Dulzura	0	2	0	126	\$0	\$196,000	0	1	0	172	\$0	\$339,000
91931	Guatay	0	1	0	140	\$0	\$120,000	0	2	0	70	\$0	\$177,500
91932	Imperial Beach	5	105	118	107	\$320,000	\$300,000	9	70	76	67	\$280,000	\$285,000
91934	Jacumba	0	8	0	62	\$0	\$78,180	0	14	0	75	\$0	\$49,950
91935	Jamul	15	99	112	119	\$490,000	\$412,000	3	85	53	89	\$398,000	\$415,000
91941	La Mesa	28	363	53	73	\$468,000	\$416,200	29	260	101	83	\$375,000	\$377,500
91942	La Mesa	21	275	22	67	\$340,000	\$328,500	17	234	60	73	\$356,500	\$322,197
91945	Lemon Grove	20	232	69	72	\$269,500	\$253,500	19	177	73	66	\$225,000	\$244,000
91948	Mount Laguna	1	8	27	282	\$153,000	\$119,000	0	1	0	35	\$0	\$65,000
91950	National City	23	226	80	83	\$239,000	\$215,000	15	190	87	86	\$230,000	\$215,000
91962	Pine Valley	0	17	0	80	\$0	\$250,000	1	23	92	102	\$145,000	\$275,000
91963	Potrero	0	6	0	67	\$0	\$199,750	1	8	8	54	\$225,000	\$212,500
91977	Spring Valley	48	485	66	76	\$280,500	\$265,000	43	505	67	83	\$263,900	\$260,000
91978	Spring Valley	7	65	127	67	\$339,000	\$329,000	6	65	76	94	\$327,000	\$325,000
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	3	50	24	123	\$255,000	\$528,500	5	42	96	90	\$555,000	\$545,000
92004	Borrego Springs	7	56	90	104	\$86,400	\$120,000	5	72	201	164	\$118,000	\$144,250
92007	Cardiff By The Sea	9	60	46	62	\$1,225,000	\$860,000	5	78	103	69	\$921,000	\$862,500
92008	Carlsbad	16	196	67	77	\$634,500	\$558,750	10	149	96	90	\$519,500	\$550,000
92009	Carlsbad	30	531	77	71	\$746,000	\$699,000	36	464	98	79	\$668,500	\$685,000
92010	Carlsbad	5	114	14	62	\$595,000	\$525,500	6	130	73	73	\$537,500	\$512,500
92011	Carlsbad	22	271	79	85	\$755,000	\$707,000	13	168	78	69	\$720,000	\$720,000
92014	Del Mar	13	153	72	113	\$1,175,000	\$1,323,197	5	142	176	104	\$2,125,000	\$1,312,500
92019	El Cajon	26	325	93	83	\$431,500	\$379,900	23	316	125	87	\$375,000	\$364,150
92020	El Cajon	24	325	54	65	\$332,500	\$330,000	11	292	75	78	\$340,000	\$319,500
92021	El Cajon	36	429	60	84	\$307,500	\$292,500	23	312	84	83	\$283,000	\$280,000
92024	Encinitas	41	427	74	74	\$715,000	\$820,000	22	328	77	72	\$692,500	\$726,000
92025	Escondido	29	302	65	82	\$396,000	\$349,500	20	248	61	92	\$326,000	\$299,500
92026	Escondido	36	514	83	86	\$360,000	\$320,000	39	427	70	91	\$289,900	\$320,000
92027	Escondido	29	522	71	84	\$312,000	\$280,000	40	468	90	84	\$255,000	\$276,000
92028	Fallbrook	46	562	104	92	\$435,000	\$348,000	35	459	106	95	\$285,000	\$349,000
92029	Escondido	12	197	77	83	\$509,000	\$510,000	12	136	125	98	\$359,950	\$406,500
92036	Julian	9	81	103	137	\$365,000	\$225,000	8	55	115	116	\$232,450	\$175,000
92037	La Jolla	32	321	107	97	\$1,617,840	\$1,310,000	18	248	135	98	\$1,362,500	\$1,334,500
92040	Lakeside	29	297	94	77	\$320,000	\$315,000	25	276	80	82	\$305,000	\$299,950
92054	Oceanside	26	250	107	86	\$387,500	\$360,000	24	189	95	93	\$367,500	\$371,000
92056	Oceanside	34	453	47	80	\$345,000	\$339,000	39	397	76	75	\$344,000	\$335,000
92057	Oceanside	42	577	48	83	\$370,000	\$345,000	47	458	131	89	\$309,900	\$326,000
92058	Oceanside	8	133	36	86	\$316,000	\$295,000	12	133	61	83	\$297,000	\$315,000
92059	Pala	0	0	0	0	\$0	\$0	0	3	0	116	\$0	\$365,000
92060	Palomar Mountain	0	7	0	148	\$0	\$219,900	0	2	0	107	\$0	\$336,250
92061	Pauma Valley	2	24	73	248	\$246,500	\$316,500	2	22	297	161	\$332,500	\$375,000

		Current Year - 2012						Previous Year - 2011					
		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	41	483	70	85	\$529,500	\$500,000	31	427	64	79	\$545,000	\$475,000
92065	Ramona	41	416	103	100	\$335,000	\$315,000	27	358	123	98	\$295,000	\$297,000
92066	Ranchita	0	4	0	85	\$0	\$115,000	0	5	0	147	\$0	\$97,000
92067	Rancho Santa Fe	18	194	156	156	\$1,893,625	\$2,172,500	11	160	87	156	\$2,188,000	\$2,095,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	28	364	56	78	\$384,000	\$355,500	30	308	96	77	\$334,250	\$345,000
92070	Santa Ysabel	0	7	0	67	\$0	\$327,000	3	9	113	142	\$168,000	\$305,000
92071	Santee	36	388	66	72	\$337,000	\$320,000	33	391	84	72	\$324,900	\$312,000
92075	Solana Beach	11	93	130	102	\$920,000	\$935,000	11	68	101	92	\$885,000	\$955,000
92078	San Marcos	40	472	76	79	\$545,000	\$490,000	33	394	93	83	\$400,000	\$452,750
92081	Vista	20	258	65	81	\$358,500	\$340,000	13	192	109	87	\$367,300	\$347,250
92082	Valley Center	21	203	103	101	\$414,000	\$372,000	15	212	127	112	\$338,000	\$380,000
92083	Vista	11	215	25	76	\$359,990	\$270,000	13	205	93	92	\$245,000	\$258,000
92084	Vista	29	383	48	76	\$349,000	\$325,000	34	296	67	81	\$282,500	\$315,000
92086	Warner Springs	0	7	0	106	\$0	\$290,000	0	13	0	103	\$0	\$143,500
92091	Rancho Santa Fe	2	25	102	110	\$2,597,500	\$1,750,000	1	22	260	154	\$2,600,000	\$1,396,016
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	0	4	0	90	\$0	\$502,500	0	9	0	160	\$0	\$434,900
92102	San Diego	19	190	32	76	\$258,500	\$250,000	11	153	30	68	\$255,000	\$225,000
92103	Mission Hills	14	150	56	71	\$719,188	\$657,000	7	127	46	82	\$917,500	\$673,000
92104	North Park	19	220	65	50	\$546,000	\$451,300	12	214	76	70	\$345,000	\$433,500
92105	East San Diego	20	206	67	82	\$252,500	\$220,000	16	226	77	67	\$175,000	\$200,000
92106	Point Loma	12	167	54	59	\$837,000	\$725,000	13	145	55	81	\$791,000	\$713,000
92107	Ocean Beach	7	146	30	58	\$669,000	\$652,550	11	111	95	67	\$556,000	\$685,000
92108	Mission Valley	1	10	2	74	\$550,000	\$442,450	0	10	0	99	\$0	\$432,250
92109	Pacific Beach	12	143	71	82	\$744,000	\$720,000	17	120	95	80	\$660,000	\$672,500
92110	Old Town SD	12	112	42	56	\$501,500	\$520,000	7	93	46	73	\$445,000	\$510,000
92111	Linda Vista	15	223	48	62	\$420,000	\$380,000	9	187	110	71	\$369,000	\$360,000
92113	Logan Heights	14	141	47	73	\$209,000	\$185,000	12	153	47	69	\$170,013	\$170,000
92114	Encanto	40	618	68	86	\$252,550	\$235,000	42	614	133	89	\$222,500	\$230,000
92115	College Grove	25	385	61	80	\$393,000	\$340,000	28	313	90	89	\$303,000	\$330,000
92116	Normal Heights	17	179	24	52	\$425,000	\$450,000	14	185	92	67	\$359,100	\$415,000
92117	Clairemont Mesa	27	363	41	63	\$420,000	\$410,000	22	331	83	73	\$388,000	\$400,000
92118	Coronado	10	137	120	98	\$1,512,500	\$1,375,000	6	138	110	112	\$1,725,000	\$1,388,750
92119	San Carlos	14	209	26	49	\$445,500	\$410,000	14	169	53	65	\$399,775	\$400,000
92120	Del Cerro	20	260	64	59	\$482,500	\$425,000	11	188	110	69	\$345,000	\$415,000
92121	Sorrento	3	20	37	41	\$705,000	\$665,000	1	17	22	74	\$700,000	\$660,000
92122	University City	10	121	27	50	\$555,500	\$625,000	6	94	106	63	\$586,500	\$580,500
92123	Serra Mesa	16	164	39	57	\$394,500	\$380,000	18	126	61	70	\$342,500	\$355,000
92124	Tierrasanta	11	121	91	77	\$556,000	\$505,000	4	100	27	56	\$537,500	\$505,000
92126	Mira Mesa	50	433	60	73	\$387,500	\$365,000	31	359	101	85	\$365,000	\$366,000
92127	Rancho Bernardo	36	506	77	94	\$711,250	\$697,940	28	375	104	96	\$642,440	\$705,000
92128	Rancho Bernardo	46	505	44	65	\$529,500	\$499,000	28	355	101	77	\$470,000	\$491,000
92129	Rancho Penasquitos	27	386	79	68	\$585,000	\$550,000	12	273	55	60	\$515,000	\$535,000
92130	Carmel Valley	30	456	61	66	\$860,000	\$875,000	27	377	92	73	\$850,000	\$900,000
92131	Scripps Miramar	32	312	43	56	\$628,000	\$668,750	15	276	57	67	\$660,000	\$650,000
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	20	203	88	90	\$267,000	\$260,000	18	191	53	76	\$236,000	\$251,000
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	29	418	71	97	\$299,000	\$277,250	32	356	58	97	\$273,500	\$274,500
92173	San Ysidro	4	61	16	71	\$317,500	\$265,000	3	64	24	64	\$235,000	\$265,000
GROUP TOTAL COUNTS:		1813	22597					1560	19365				

NOVEMBER STATISTICS ATTACHED HOMES

Current Year - 2012								Previous Year - 2011							
		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	0	24	0	73	\$0	\$111,000	2	26	131	103	\$118,250	\$130,000		
91902	Bonita	1	19	7	58	\$152,500	\$150,000	1	21	21	115	\$84,000	\$119,900		
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	10	136	99	92	\$225,000	\$185,000	16	152	144	105	\$183,500	\$175,000		
91911	Chula Vista	10	133	65	93	\$137,500	\$145,000	14	175	78	115	\$130,500	\$140,000		
91913	Chula Vista	24	261	111	122	\$211,750	\$190,000	29	251	146	126	\$162,000	\$190,000		
91914	Chula Vista	5	60	85	122	\$245,000	\$224,000	9	81	171	96	\$224,000	\$225,000		
91915	Chula Vista	13	170	201	124	\$220,000	\$220,000	14	160	209	138	\$263,500	\$229,000		
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	9	70	140	107	\$273,000	\$162,500	5	75	177	179	\$150,000	\$153,000		
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	3	33	57	70	\$133,000	\$147,000	1	25	23	88	\$150,000	\$143,000		
91942	La Mesa	15	149	82	80	\$240,000	\$179,000	11	135	65	112	\$200,000	\$165,175		
91945	Lemon Grove	1	12	4	95	\$130,000	\$114,050	2	35	38	90	\$115,050	\$110,000		
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91950	National City	5	51	67	131	\$120,000	\$111,500	5	68	85	76	\$98,000	\$117,000		
91962	Pine Valley	0	1	0	13	\$0	\$18,000	0	3	0	60	\$0	\$18,000		
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91977	Spring Valley	7	90	101	115	\$110,500	\$115,000	6	100	51	89	\$111,500	\$127,250		
91978	Spring Valley	0	19	0	104	\$0	\$163,000	0	11	0	76	\$0	\$147,000		
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92003	Bonsall	1	25	9	146	\$134,500	\$152,500	0	20	0	94	\$0	\$118,300		
92004	Borrego Springs	0	15	0	148	\$0	\$75,000	1	11	102	159	\$55,000	\$80,000		
92007	Cardiff By The Sea	4	50	69	82	\$492,500	\$466,000	4	45	79	70	\$445,000	\$410,000		
92008	Carlsbad	11	106	106	104	\$375,000	\$365,000	3	61	75	91	\$325,000	\$406,000		
92009	Carlsbad	22	273	120	93	\$307,000	\$295,000	25	210	110	94	\$267,444	\$285,000		
92010	Carlsbad	5	85	23	101	\$310,000	\$295,000	6	63	70	68	\$285,000	\$297,000		
92011	Carlsbad	8	90	22	54	\$438,000	\$407,000	4	73	119	90	\$387,500	\$376,000		
92014	Del Mar	6	54	62	81	\$362,500	\$432,500	6	53	151	112	\$242,500	\$540,000		
92019	El Cajon	10	128	16	81	\$217,500	\$180,000	7	119	113	97	\$135,000	\$170,000		
92020	El Cajon	10	118	52	100	\$127,500	\$116,000	9	139	149	86	\$110,000	\$105,000		
92021	El Cajon	6	115	42	90	\$133,000	\$113,500	12	141	84	92	\$102,850	\$105,000		
92024	Encinitas	9	178	88	98	\$268,000	\$341,000	20	167	117	82	\$378,500	\$375,000		
92025	Escondido	4	58	63	81	\$130,750	\$130,625	3	74	202	110	\$155,000	\$128,950		
92026	Escondido	9	98	90	118	\$194,000	\$155,000	6	123	103	92	\$106,250	\$120,000		
92027	Escondido	5	66	174	95	\$126,000	\$105,550	6	85	159	84	\$102,550	\$100,000		
92028	Fallbrook	1	20	169	75	\$196,000	\$190,000	0	18	0	87	\$0	\$180,000		
92029	Escondido	1	9	29	124	\$267,500	\$160,000	2	12	66	113	\$139,100	\$161,000		
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92037	La Jolla	37	310	82	94	\$645,000	\$475,000	17	245	86	101	\$469,000	\$485,000		
92040	Lakeside	2	62	12	83	\$171,450	\$91,175	4	70	27	111	\$53,250	\$93,000		
92054	Oceanside	14	127	86	99	\$318,500	\$310,000	13	115	97	103	\$290,000	\$315,000		
92056	Oceanside	16	289	45	75	\$317,500	\$200,000	17	242	89	83	\$200,000	\$180,000		
92057	Oceanside	20	226	102	93	\$152,500	\$147,500	23	252	64	85	\$148,000	\$145,000		
92058	Oceanside	5	68	85	119	\$163,000	\$156,000	6	105	94	92	\$128,500	\$150,000		
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	0	7	0	60	\$0	\$209,000	1	5	225	169	\$420,000	\$225,000		

Current Year - 2012								Previous Year - 2011							
		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
92064	Poway	6	60	116	78	\$246,950	\$258,500	5	47	104	89	\$255,000	\$260,000		
92065	Ramona	3	21	127	137	\$210,000	\$175,000	2	25	111	103	\$184,500	\$147,900		
92066	Ranchita	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92067	Rancho Santa Fe	1	6	1	116	\$875,000	\$852,500	0	2	0	111	\$0	\$1,035,000		
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92069	San Marcos	9	67	147	103	\$120,000	\$155,000	3	84	29	94	\$165,000	\$134,000		
92070	Santa Ysabel	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92071	Santee	24	220	60	96	\$194,800	\$180,500	20	222	80	84	\$166,200	\$179,500		
92075	Solana Beach	7	113	67	106	\$600,000	\$545,000	3	74	72	101	\$540,000	\$537,500		
92078	San Marcos	16	299	138	80	\$285,500	\$276,378	18	229	125	101	\$255,000	\$250,000		
92081	Vista	7	48	42	88	\$176,500	\$173,750	2	53	115	78	\$198,500	\$205,000		
92082	Valley Center	0	1	0	69	\$0	\$121,000	0	0	0	0	\$0	\$0		
92083	Vista	5	63	50	66	\$149,000	\$153,000	5	63	106	123	\$150,000	\$163,500		
92084	Vista	5	49	78	99	\$130,000	\$172,500	2	43	29	113	\$166,000	\$170,000		
92086	Warner Springs	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92091	Rancho Santa Fe	1	12	10	91	\$675,000	\$635,000	1	10	69	117	\$580,000	\$540,000		
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92101	San Diego Downtown	77	798	57	83	\$399,000	\$380,000	53	872	91	100	\$325,000	\$335,000		
92102	San Diego	5	53	84	88	\$141,432	\$150,000	4	60	165	89	\$130,500	\$140,500		
92103	Mission Hills	22	254	75	75	\$330,500	\$320,000	20	211	121	95	\$246,250	\$305,000		
92104	North Park	11	180	86	86	\$209,900	\$175,000	16	181	72	87	\$170,300	\$169,000		
92105	East San Diego	9	104	67	72	\$90,000	\$97,500	4	102	167	98	\$94,200	\$95,950		
92106	Point Loma	3	45	34	76	\$472,500	\$370,000	0	34	0	120	\$0	\$353,000		
92107	Ocean Beach	7	75	81	87	\$262,000	\$285,000	5	83	76	95	\$215,000	\$270,000		
92108	Mission Valley	27	328	85	90	\$196,000	\$185,000	27	268	101	96	\$182,000	\$200,000		
92109	Pacific Beach	34	263	102	98	\$475,500	\$375,000	18	243	124	99	\$391,000	\$385,000		
92110	Old Town SD	9	159	36	91	\$240,000	\$229,000	9	135	92	96	\$220,000	\$212,000		
92111	Linda Vista	16	162	91	79	\$227,000	\$249,500	12	148	55	92	\$165,000	\$188,500		
92113	Logan Heights	0	28	0	149	\$0	\$153,950	1	36	28	80	\$42,700	\$94,500		
92114	Encanto	1	16	76	127	\$82,125	\$172,650	0	18	0	95	\$0	\$171,250		
92115	College Grove	9	170	95	84	\$136,500	\$121,750	11	175	52	67	\$132,000	\$110,000		
92116	Normal Heights	8	126	24	86	\$197,500	\$166,250	11	142	126	88	\$180,000	\$160,000		
92117	Clairemont Mesa	7	104	38	98	\$285,000	\$191,000	5	77	96	121	\$180,000	\$195,000		
92118	Coronado	11	120	198	127	\$719,500	\$888,750	6	79	68	125	\$717,500	\$800,000		
92119	San Carlos	8	74	65	72	\$205,000	\$159,950	9	105	82	96	\$173,000	\$155,000		
92120	Del Cerro	10	100	54	79	\$202,500	\$153,450	6	113	125	74	\$205,500	\$145,000		
92121	Sorrento	2	30	10	48	\$348,500	\$375,000	3	29	79	72	\$399,000	\$355,000		
92122	University City	20	246	92	97	\$280,250	\$243,500	21	262	108	104	\$195,000	\$239,000		
92123	Serra Mesa	9	97	161	97	\$295,000	\$272,000	5	93	59	97	\$292,900	\$221,000		
92124	Tierrasanta	5	79	68	78	\$330,000	\$275,000	7	74	51	74	\$242,000	\$260,000		
92126	Mira Mesa	15	238	70	89	\$190,000	\$188,000	15	206	110	77	\$182,500	\$185,000		
92127	Rancho Bernardo	19	235	84	95	\$325,000	\$260,000	10	178	94	109	\$201,000	\$229,450		
92128	Rancho Bernardo	39	420	59	140	\$252,000	\$230,000	32	342	91	89	\$243,320	\$240,000		
92129	Rancho Penasquitos	16	150	75	94	\$210,250	\$206,500	13	169	64	95	\$195,500	\$187,900		
92130	Carmel Valley	23	260	56	56	\$419,900	\$390,000	15	210	78	80	\$355,000	\$382,500		
92131	Scripss Miramar	12	188	57	84	\$303,000	\$290,000	8	149	139	86	\$268,000	\$304,000		
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92139	Paradise Hills	9	131	95	96	\$147,000	\$150,000	13	145	106	113	\$199,000	\$155,000		
92145	Miramor	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92154	Otay Mesa	4	93	75	122	\$129,500	\$150,000	9	137	74	91	\$149,000	\$150,000		
92173	San Ysidro	2	45	85	112	\$153,000	\$103,000	8	74	102	77	\$81,750	\$105,000		
GROUP TOTAL COUNTS:		842	10135					747	9768						



COMPARATIVE SALES - EXISTING HOMES - NOVEMBER 2012 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 November 2012	\$270,644,187	41.834	0.167	\$977,489,305	32.442	-11.772
2 Average Sales Price November 2012	\$321,430	25.832	4.925	\$539,156	13.960	0.784
3 Median* Sales Price November 2012	\$260,000	26.820	5.690	\$408,000	16.570	2.000
4 Sold Listings November 2012	842	12.718	-4.535	1,813	16.218	-12.458
5 Average Days on Market November 2012	81	-19.802	0.000	70	-22.222	-5.405
6 Total Sales Volume November 2011	\$190,816,999			\$738,050,193		
7 Average Sales Price November 2011	\$255,444			\$473,109		
8 Median* Sales Price November 2011	\$205,000			\$350,000		
9 Sold Listings November 2011	747			1,560		
10 Average Days on Market November 2011	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 2012	\$2,910,538,660	12.826		\$11,331,337,568	20.593	
12 Average Sales Price YTD 2012	\$287,177	8.740		\$501,453	3.345	
13 Median* Sales Price YTD 2012	\$226,000	9.440	N/A	\$380,000	4.100	N/A
14 Sold Listings YTD 2012	10,135	3.757		22,597	16.690	
15 Average Days on Market YTD 2012	93	-3.125		82	-3.529	
16 Total Sales Volume YTD 2011	\$2,579,669,670			\$9,396,310,687		
17 Average Sales Price YTD 2011	\$264,094			\$485,221		
18 Median* Sales Price YTD 2011	\$206,500			\$365,000		
19 Sold Listings YTD 2011	9,768			19,365		
20 Average Days on Market YTD 2011	96			85		

Copyright 2011 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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NEW AND REVISED FORMS – FASTEN YOUR SEATBELT!

By Dave Gillingham

It's your favorite forms guy again with the latest changes to the C.A.R. Forms Library. This time we have 15 new forms and changes to 23 others. Fasten your seatbelt; we're going in!

The good news is that the "forms feedback" system is working! Many of the changes you will see were derived from suggestions submitted by REALTORS® just like you! The bad news is that the forms reduction mandate of several years ago has been totally ignored! We now have more forms than ever, and more to come, I'm sure.

You may review in detail all of the November 2012 forms changes by going to the C.A.R. website: www.car.org/legal/standard-forms. To save you some time, here are the highlights of the November 2012 release:

The Purchase Agreement Addendum (PAA) has been divided into five new forms:

- **Assumed Financing Addendum (AFA):** Used to document terms when a Buyer is assuming an existing loan from a Seller.
- **Back-Up Offer Addendum (BUO):** Used when Buyer's offer is in back-up position (because the Seller is already in contract with another Buyer).
- **Court Confirmation Addendum (CCA):** Used when a contract must be ratified by a Court.
- **Seller in Possession Addendum (SIP):** Used to document terms when Buyer agrees to allow Seller to remain in property after close of escrow
- **Tenant in Possession Addendum (TIP):** Used to document terms when Buyer takes property "subject to" tenants already in possession

Some other new forms:

- **FHA/VA Amendatory Clause (FVAC):** Should be used when the contract calls for FHA or VA Financing. Includes required language specifying that the Buyer's deposit is to be returned if the property fails to appraise at the contract price
- **Landlord in Default Addendum (LID):** Satisfies new legal requirement that Landlord notify prospective Tenants if Landlord is in default.
- **Parking and Storage Disclosure (PSD):** Discloses that Buyer has responsibility to examine parking and storage areas. These items have been a problem in many transactions – especially REOs.
- **Trust Listing Agreement (TLA):** Same as the regular Listing Agreement, except Seller and signature lines specify that the property is held in trust.???
- **Trust Signature Addendum (TSA):** Identifies person authorized to sign under authority of a trust.
- **Vacant Land Listing Agreement (VLL):** Separated from the former combined Commercial, Residential Income and Vacant Land Listing Agreement.
- **Commission Agreement (CA):** Added date by which property must be sold in order for compensation to be payable.
- **Contingency for Sale of Purchase of Other Property (COP):** Clarifies Buyer and Seller rights if Buyer's current property falls out of escrow
- **Notice of Right to Inspection Prior to Termination of Tenancy (NRI):** Adds statutory language notifying tenant of right to receive personal property left after tenancy.
- **Notice of Termination of Tenancy (NTT):** Same change as above.

• Probate Purchase Agreement and Joint Escrow Instructions (PPA):

Makes it clear that the Seller is the estate and the person signing is only a representative. Adds Carbon Monoxide detector installation. Makes Broker compensation subject to Probate court rules.

Finally, all of the **Residential Listing Agreement** forms have a new paragraph discussing videos, pictures and internet advertising.

There are about 25 more forms with changes, but the list above includes the big chunks. Check out the C.A.R. website for all of the changed forms.

Finally, in most cases (see the next paragraph), it is OK to continue to use the previous form (if there is one), but be aware that C.A.R. no longer monitors the legal validity of any superseded form and the C.A.R. User Protection Agreement only applies to the most current version of a form. For those using zipForm® online this isn't an issue since the most recent form will always be available. (A word of caution: The zipForm® program does NOT update forms in transactions that are already in process!) If you are not using zipForm®, why aren't you?

Do NOT use the "old" **NRI** and **NTT** forms after the first of the year. The new forms have statutory language the old forms do not have.

Once again, please keep those comments and suggestions coming! Comments on C.A.R. forms should be sent to carforms@car.org, and comments or suggestions on SDAR forms should be sent to Kate Speir, Greater SDAR's Director of Risk Management at kspeir@sdar.com.

Dave Gillingham is a member of the S.D.A.R. Risk Management Committee and serves as a Director for the California Association of REALTORS®.

'30 UNDER 30': ARE YOU A RISING STAR?

Each June, NAR's REALTOR® Magazine features 30 rising young stars in the real estate industry, and every year hundreds of real estate practitioners apply to be one of the 30 honorees.

Who's eligible to enter?

For the 2013 feature, any REALTOR® member of the National Association of REALTORS® who is 29 years old or younger on May 31, 2013, and who has not been profiled in a previous "30 Under 30."

What's the deadline?

Applications are due by January 15, 2013.

What are the judges looking for?

Several factors are considered. Business success is just one. Community and professional leadership also are important factors. We strive for balance: We want to ensure we have a diverse group of finalists in terms of business niches, gender, ethnic background, and geographic location. Finally, we look for compelling stories that bring to life innovative business strategies that have worked for you or obstacles you've overcome.

What is the selection process?

Initially, all applications are screened by REALTOR® Magazine editors to ensure all necessary information has been provided. In the initial screening, we also winnow the group down to 75-100 semifinalists. A panel of judges then reviews this group, weighing the factors mentioned above, until a consensus is reached on 50 finalists. Of those, we tentatively choose 30 honorees and five alternates. The 30 are vetted with their local and state associations and with the state regulatory boards for ethical violations or disciplinary actions. If a finalist is disqualified for any reason, a replacement is chosen from the list of alternates.

How can I find more information and submit an application?

Visit www.realtormag.realtor.org/30-under-30.

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GEICO & SDAR: PARTNERING TO GIVE YOU A SPECIAL DISCOUNT ON CAR INSURANCE

GEICO has been in the business of helping people save money on car insurance for more than 76 years, and would like to do the same for members of the Greater San Diego Association of Realtors®. SDAR members can get a special discount on car insurance thanks to its partnership with GEICO.

About the GEICO sponsored discount

GEICO works with professional associations like SDAR, alumni associations, credit unions and federal and military groups. Currently, more than 275 groups and associations have partnered with GEICO and enjoy special savings on their auto insurance—up to 8% in most states! GEICO also helps generate non-dues revenue for its partners through several channels including inquiry fees,

advertising and events.

GEICO has a history of dependability

As mentioned before, GEICO has been helping people save money on their car insurance for than 76 years. SDAR members will have peace of mind knowing they're with a company they can trust in GEICO. GEICO is a subsidiary of Warren Buffet's Berkshire Hathaway Inc. and is the third-largest private passenger auto insurer in the country.

Service you can depend on—any-time

GEICO understands how busy a realtor's schedule is. That's why it offers 24/7 service every day of the year, even on holidays and weekends. SDAR members can contact GEICO online or over the

phone when it's convenient for them. Whether it's to get a quote, make a change to a policy or file a claim, GEICO will always be there to answer the call. In the event of an accident, GEICO offers top-notch claim service. In fact, many claims are settled within 48 hours of the incident being reported. Even better, repairs made at GEICO-recommended shop are guaranteed for as long as the customer owns the vehicle.

More than just car insurance

GEICO is happy to help SDAR members get a special discount on their car insurance. Potential savings don't stop with auto insurance though. GEICO can help its customers get a homeowners or renters quote through the GEICO Insurance Agency. For those who

love the open road, GEICO also insures motorcycles and RV's too!

Insuring your vehicle with GEICO makes dollars and sense

Members of the Greater San Diego Association of REALTORS® have a great chance to save on car insurance with GEICO thanks to this special membership discount, but low rates are just the beginning. SDAR members come to GEICO for the savings, but stay for the 24/7 customer service, fast, fair claim handling and the peace of mind that comes from insuring your vehicle with a company you can trust.

To learn more about GEICO and this special membership discount, visit geico.com/disc/sdar.



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SDAR Education Schedule

Classes subject to change or cancellation.

Check 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

DEC	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
20	NAR Ethics Training	9:00 am – 1:00 pm	\$20	Free	\$20	\$35	4 ET	John Altman
20	zipForm® 6 Hands-On Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
JAN	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
8	Free MLS Tempo Training	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
9	New 2013 Laws Affecting Real Estate	8:30 am –11:30 am	\$35	\$35	\$35	\$35	NA	Gov Hutchinson
9	Agent Boot Camp	9:00 am – 3:30 pm	Free	Free	\$15	\$50	NA	Patrick Alexander
10	REALTORS® Property Resource	9:00 am – 11:00am	Free	Free	\$10	\$20	NA	Kevin Burke, JD
14	Make Smarter Real Estate Decisions (Day 1)	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$35	NA	Leonard P. Baron
14	Prospecting	1:00 pm – 4:00 pm	\$21.25	\$25	\$25	\$39	3 CS	John Altman
15	Free MLS Fusion Training	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
16	Google Apps Training	9:00 am – 12:00 pm	Free	\$10	\$10	\$20	NA	Randy Jones
17	Point2 Listing Syndication Seminar	9:00 am – 10:00 am	Free	Free	Free	Free	NA	Point2 Trainer
17	Tempo/Fusion Tips & Updates	9:30 am – 11:30 am	Free	Free	Free	Free	NA	Sandicor Trainer
22	Accessing Google E-mail Via the Web	9:00 am – 10:00 am	\$10	\$10	\$10	\$15	NA	Kevin Burke, JD
22	Accessing Outlook E-mail Via Google	10:30 am – 11:30 am	\$10	\$10	\$10	\$15	NA	Kevin Burke, JD
24 & 25	Seller Representative Specialist	9:00 am – 4:00 pm	\$254.15	\$299	\$299	\$349	12 CP	John Altman
24	Make Smarter Real Estate Decisions (Day 2)	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$35	NA	Leonard P. Baron
24	Seller Transaction Workflow Technology	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$40	NA	Kevin Burke / Randy Jones
31	Buyer Transaction Workflow Technology	1:00 pm – 4:00 pm	\$21.25	\$25	\$25	\$40	NA	Kevin Burke / Randy Jones

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JANUARY 2013 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<div><div>SDAR 2013 Installation Dinner & Dance</div><div>Saturday, January 12 • Sheraton San Diego Hotel & Marina</div><div>Visit sdar.com/Installation for details or call (858) 715-8000</div></div>						
	31 SDAR Service Centers Closed New Year's Eve	1 SDAR Service Centers Closed New Year's Day	2	3	4	5
6	7 New Member Orientation 8:30 am–3:30 pm (Kearny Mesa) Make Smarter Real Estate Decisions (Day 3) 9:00 pm–4:00 pm (Kearny Mesa)	8 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Free MLS Tempo Training 9:15 am–4:30 pm (Kearny Mesa)	9 New 2013 Laws Affecting Real Estate 8:30 am–11:30 am SDG&E Center for Sustainable Energy 8690 Balboa Ave., San Diego, CA 92123 Agent Boot Camp 9:00 am–3:30 pm (Kearny Mesa)	10 REALTORS® Property Resource 9:00 am–11:00 a.m (Kearny Mesa) Broker Circle in Kearny Mesa 9:00 am–10:30 am	11	12 One-Day Prep Course 8:30 am–5:00 pm (Kearny Mesa) SDAR Installation Dinner & Dance 5:30 pm–11:00 pm (Sheraton Hotel & Marina)
13	14 Make Smarter Real Estate Decisions (Day 1) 9:00 am–12:00 pm (Kearny Mesa) Prospecting 1:00 pm–4:00 pm (Kearny Mesa)	15 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Free MLS Fusion Training 9:15 am–4:30 pm (Kearny Mesa) Sellers Financing 12:00 pm–1:30 pm (Kearny Mesa)	16 Google Apps Training 9:00 am–11:00 am (East County)	17 Point2 Syndication Seminar 9:00 am–10:00 am (Kearny Mesa) Tempo/Fusion Tips & Updates 9:30 am–11:30 am (Del Mar)	18	19
20	21 SDAR Service Centers Closed Martin Luther King Jr. Day	22 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Google E-mail Training 9:00 am–11:30 am (Kearny Mesa)	23	24 Seller Rep. Specialist (Day 1) 9:00 am–4:00 pm (Kearny Mesa) Seller Transaction Technology 9:00 am–12:00 pm (East County) Make Smarter Real Estate Decisions (Day 2) 9:00 am–12:00 pm (Kearny Mesa)	25 Seller Rep. Specialist (Day 2) 9:00 am–4:00 pm (Kearny Mesa)	26
27	28	29 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Start & Operate a Brokerage 9:00 am–12:00 pm (Kearny Mesa)	30 Property Management 9:00 am–5:00 pm (Kearny Mesa)	31 Buyer Transaction Technology 1:00 pm–4:00 pm (Kearny Mesa) Commercial Alliance (CRASD) Deal Maker Awards 5:30 pm–8:30 pm (San Diego Yacht Club, Point Loma)		

COMMITTEE MEETINGS	
3	Executive 8:00 am - 9:00m
8	Membership & Education 2:00 pm - 4:00 pm
8	Bylaws 3:00 pm - 5:00 pm
9	Commercial Alliance (CRASD) 9:00 am – 10:00 am
9	Grievance 9:00 am – 11:00 am
9	Risk Management 12:00 pm - 2:00 pm
11	SDAR Board of Directors 9:00 am - 12:00 pm
14	Housing Opportunities 9:30 am - 11:30 am
14	C.A.R. Directors Pre-Meeting 3:00 pm - 5:00 pm
16	Professional Standards Exec. 10:00 am – 12:00 pm
16	Young Professionals Network 3:00 pm - 4:00 pm
17	Global Real Estate Council 1:00 pm - 2:30 pm
24	Business Dev. & Technology 2:00 pm - 4:00 pm
25	Government Affairs 8:30 am - 10:30 am
25	REALTOR® Political Affairs 1:00 pm - 2:00 pm
30	Budget & Assets 2:00 pm - 4:00 pm

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