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The San Diego REALTOR®



THE TRUSTED VOICE OF SAN DIEGO REAL ESTATE

What's Happening at SDAR • February 2013

SAVE THE DATE!

Discover
YOUR
GREATNESS



REALTOR® Expo & Conference is April 19 at Convention Center

The largest real estate trade show in San Diego County is coming to the downtown San Diego Convention Center on Friday, April 19. When you attend the all-day event, you will be networking with peers, meeting with industry suppliers, and receiving education about new real estate tools and best practices and at our breakout sessions.

A full schedule of events and registration is available at www.SDARexpo.com.

PRIODICAL

Your FREE registration includes:

- Entry to the trade show featuring over 100 exhibitors
- Educational breakout sessions on topics important to REALTORS
- Access to networking mixers and cocktail receptions
- Prizes, giveaways, and more!

A highlight of the day is the annual Expo Luncheon that will feature a special guest speaker (details available at www.SDARexpo.com). Bring your office mates together and enjoy a midday lunch while getting inspiration from our motivating presenter. Tickets for the Expo Luncheon are \$39 for SDAR members, and \$49 for non-members.

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 more by contacting SDAR Sales at (858) 715-8018 or Sales@sdar.com.

There's no reason to wait to register to attend or become an exhibitor. Visit www.SDARexpo.com today!

SDAR 2013 Leadership Installed

2013 President Linda Lee and members of the Leadership Team were installed on January 12 in ceremonies at the Sheraton Hotel & Marina. Women's Council of REALTORS® State President Tammy Newland administered the oath to the 2013 SDAR Directors. See more details and images from the installation on page 6.



Commercial Alliance Awards the Best Deals of the Year



Commercial Real Estate Alliance 2013 President Jim Taylor (left) and 2012 President Jim Tostado.

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This year's DealMakers event hosted by the Commercial Real Estate Alliance of San Diego drew more than 100 attendees at the end of January. CRASD highlights the top producers in commercial real estate throughout the county, and the awards highlight and honor REALTORS® who conduct

commercial transactions who have distinguished themselves in their communities.

The event was set in a beautiful backdrop at the San Diego Yacht Club in Point Loma, and was emceed by The Daily Transcript's Executive Editor George Chamberlin, who sparked a dynamic Q&A session and economic forecast with the guest speakers, Dennis Cruzan, Fred Schnaubelt and Stuart Tanz.

The awards presentation was broken into five categories, and over 125 deals were submitted for consideration. The winners in the respective categories were:

- Best Land Sale/Lease: Colliers International (Victor Krebs and Rob Morgan) 6303 El Cajon Boulevard, San Diego.
- Best Office Sale/Lease: CBRE (Russell Ingram, Kevin Shannon, Louay Alsadek, Evan August, Kraig

Kristofferson, Stacy Meronoff, Andrew Taylor) 350 10th Avenue, San Diego.

- Best Retail Sale/Lease: Cassidy Turley (Chuck Klein and Kevin Held) 1446-1486 Encinitas Boulevard, Encinitas.
- Best Industry Sale/Lease: CBRE (Tom Martinez, Evan Knudson, Brian Klepacki, Rich Kwasny, Shane Harmon) 9043 Siempre Viva Road, San Diego.
- Best Multifamily Sale/Lease: ACRE Investment Real Estate (Craig Steward and Bill Anderson) 650 Woodward, San Marcos.

Thank you to sponsors of the event: The Daily Transcript, California Center for Sustainable Energy, Vibra Bank, South Coast Commercial, Inc., and Shred Works.

For more information about the Commercial Real Estate Alliance visit www.crasd.com

FROM THE DESK OF THE CEO

BOARD OF DIRECTORS HIGHLIGHTS OF JANUARY 2013 MINUTES

• President's Report: Linda Lee outlined the final preparations for the annual Installation Dinner of Officers and Directors that took place on January 12. She outlined some items for the Directors to keep in mind while serving on the board, and introduced Diana Bull from the Santa Barbara Association of REALTORS® who encouraged the Directors to consider their time on the board a learning experience and to give 110% to their position.

• Sandicor Report: Sandicor Director Erik Weichelt reported that joining the California Regional MLS has not come to a shareholder vote as yet. He also indicated that Fusion is not working with iPads and might

require a change in the next software version release.

• Chief Executive Officer's Report: Mike Mercurio reported that plans for the subsidiary company for SDAR is progressing, with the hope of going live in March. He also reported the following: A consumer fair is being planned for the REALTOR Expo on April 19 at the San Diego Convention Center; the Ambassadors Foundation is in the process of being restructured; SDAR has a new Sales department; and 1,200 members have signed up for SDAR Google accounts.

We had an outstanding January at the Greater San Diego Association of REALTORS® (SDAR). In the field, our members are getting excited about the rebound of the housing market and the rise in home prices, and here at the association, many of our new programs and applications are gaining popularity.

The Prepaid Professional Development Pass is one of the exciting new products. This pass gives you access to SDAR's wide array of education classes like never before. You can select from several affordable packages which provide a cost savings that you can't get when you are choosing classes piecemeal throughout the year. Depending on the package, you can save on classes that have to do with industry trends, business success, and technology. Other packages include unlimited topics, even designation courses that offer DRE credit. Visit www.sdar.com/edpass or contact a Member Services Representative for details.

SDAR also is excited to once again put on the largest real estate trade show in San Diego. This year's San Diego County REALTOR® Expo & Conference is Friday, April 19 at the San Diego Convention Center. An estimated 100 vendors and 1,900 attendees will participate in valuable networking, educational breakouts and more. Register today at www.SDARExpo.com. This



MICHAEL T. MERCURIO

event is a do-not-miss for our members and for REALTORS® throughout the region.

Members also should consider taking advantage of MAP, SDAR's Member Advisory Program. This tool is a direct line of communication for members to provide feedback on any aspect of SDAR's service -- events, products, classes, etc. We designed this tool because we understand that our value as an organization is dictated by how helpful we are to our members. To enroll in MAP, register online at www.sdar.com/map or call a Member Services Representative.

I could not be more excited for our industry this year. There is a lot to look forward to in the coming months at SDAR; I hope you will be a part of it!

Michael T. Mercurio



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KLEIN NAMED ONE OF 'MOST INFLUENTIAL REAL ESTATE LEADERS'

a member of the Greater San Diego Association of REALTORS® and 1993 SDAR Past President. This is the ninth year that Klein has been in the rankings.

Klein is Senior Vice President of Point 2, a Saskatoon, Canada-based real estate technology company (including an office in San Diego) that syndicates listings from REALTOR® associations and MLSs in the U.S. and Canada to nearly 60 real estate consumer websites, search engines, classified sites and auction sites.

Last summer, Point2 launched a tool for real estate professionals to build their own websites. Site Builder provides customizable drop-down menus and content pages; built-in social media buttons for Twitter, Facebook, LinkedIn and MySpace; and 50 themes to choose from that can be tailored with company logos and colors ... as

well as personal photos.

The tool also integrates with Internet Data Exchange (IDX) websites. Site Builder is among several upcoming marketing products, called Express Tools, that Point2 plans to release over the coming months. The company now has nearly 240 partners in North America.

Free live Point2 seminars will be held on February 21 from 12:00 to 1:00 p.m. at SDAR's East County Service Center in El Cajon; and Thursday, March 21, from 9:00 to 10:00 a.m. at SDAR's South County Service Center in Chula Vista. Visit www.sdar.com to sign up.

Inman News accepted and reviewed hundreds of reader nominations via an open, online nominations process that concluded in early November. An Inman News in-house review and

selection process, led by the Inman News editorial department, considered reader-selected nominees and also suggested additional individuals worthy of consideration.

Among the criteria considered in the review and selection process:

- Does this person have the power to change his or her real estate industry company on a daily basis?
- Does this person have the power to change other real estate companies on a daily basis?
- Does this person have the power to influence the industry as a whole?

For more information and the full list of Inman 100 Most Influential Real Estate Leaders, visit www.inman.com/inman100.

JANUARY 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®

Ricardo Aguilar - Ricardo Aguilar
Matthew Amos - Matthew Amos
Stephen Arnold - TriCastle Realty, Inc.
Gia Blanco - Ardelis Properties
Tyler Buck - Tyler Parrish Buck
Lauren Castello - Law Office of Lauren Castello
Thomas Clark - Coast Alliance Properties
Sara Gonzalez - Sara Gonzalez, Broker
Kelly Lake - Kelly Renee Lake
Shaodan Li - Shaodan Li, Broker
Mark Maeder - Mark A. Maeder
Sharon Roque - Sharon Roque
Rik Sivula - Real Property Experts, Inc.
Sean Stafford - Sean Michael Stafford

REALTORS®

Lourdes Alcobia - Century 21 Award
Dana Allen - Quality First Real Estate
Kristopher Armstrong - Windermere Real Estate So. Cal.
Mitchell Asa - Keller Williams Realty La Jolla
Valemie Au-Little - Ascent Real Estate, Inc.
Ella Bauer - Independence Realty
Yousef Benhamida - Coldwell Banker Commercial NRT
Rebecca Berry-Runyan - Pacific Realty Investment Group
Beverly Boggs - Allison James Estates & Homes
Marcel Bonee - Trident Group
Alexander Breshenkov - Premiere Properties
Robert Brodie - Coldwell Banker Borrego
Rachel Bruno - Whissel Realty
Sergio Camacho - Century 21 Award
Adriana Campbell - Century 21 Award
Andrew Cap - Nextage Pacific Realty
Cathy Carpenter - Alan C. Townsend
Daniel Cassady - Century 21 Award
Mark Catrambone - HomeSmart Realty West
Catherine Chamberlain - Real Estate Services, Inc.
Deepa Chhugani - Winton Realty
Mari Chmelik - Coronado Cays Realty

Alberta Ciani - Coronado Cays Realty
Natalie Clayton - Stonegate Realty & Mortgage
Kathleen Collins - Steve Richards Realty
Jonathan Cox - J.B. Murphy Real Estate
Dennis Cramer - AFC Realty
Debra Demary - Coldwell Banker Residential
Melissa Dixon - RE/MAX Direct
Leanne Downing - Rowland Realty
Paul Elam - San Diego's Real Estate
Jodi Elliott - Steele Canyon Realty
Blake Evans - Realty National, Inc.
Monica Falloon - Cethron Properties
Shlomo Fellus - San Diego Property Specialists
Joseph Ferrari - The Canter Group
Jonathon Fields - Century 21 Carole Realty
Wendy Forrester - Willis Allen Real Estate
Kathryn Foster - Pacific Shores Real Estate, Inc.
Jason Frisby - Tidal Realty
Jessica Gale-Duran - Coldwell Banker Country Realty
Penny Ganci - RE/MAX Direct
Astryd Gonzalez - Century 21 Award
Carmen Gonzalez - Mark S. Farhood
Phillip Green - ARG Abbott Realty Group
Christopher Hackney - Coldwell Banker Res. Brokerage
Heidi Hamed - HomeSmart Realty West
Scott Hamlin - Hamlin Properties
Jacqueline Hanson - Beach House Realty
Paulette Hartman - Century 21 United Brokers
Virginia Hensley - Ascent Real Estate, Inc.
Vickie Hoey - Coldwell Banker Residential
Susana Hunt-Bootorabi - Prudential California Realty
Heidi Illeman - Oak Tree Realty
Michael Ippolito - Steven G Fraioli & Associates
Ryan Jellison - Big Block Realty, Inc.
Saba Jess - RE/MAX Associates
Denise Jones - Century 21 Award
Irina Jones - Worldwide Signature, Inc.
Orchid Kassisieh - Century 21 Award
Chase Kennemer - Pacific Sotheby's Int'l Realty
Jason Kreutzer Signature Realty Network
Savanna Kuhami - Amerihomes Realty
Robert Kuzman - Cassidy Turley BRE Commercial
Amy Lansang - Keller Williams SD North Inland
Matt Lasho - Jeremiah Juncal, Broker
Deborah Lee - Coldwell Banker Res. Brokerage
Monica Leschick - Prudential California Realty

Andrew Levy - Prudential California Realty
Christopher Livitski - Classic Realty
Andrea Loomis-Williams - Coldwell Banker Res. Brokerage
Jennifer Lucero - Torrey Pines Property Mgmt.
Cuong Luu - Keller Williams Realty
Jane McIntyre - Keller Williams Carmel Valley
Juan Mercado - Big Block Realty, Inc.
Milinda Modrow - The Real Estate Office of R.S.F.
Ariadna Morales - Ascent Real Estate, Inc.
Terry Moreno - Prudential California Realty
Nicole Morris - Military Mutual
Christina Moses - Walsh Realty, Inc.
Audrey Muir - The Cascade Team Real Estate
Corinne Nakawatase - Torrey Pines Property Mgmt.
Shannon Neustaedter - Realty Executives
James Newmann - Keller Williams Realty
Tina O'Dell - LX Realty
Janell O'Meara - Prudential California Realty
Akiko Okunaga - Person Realty, Inc.
Simon Oliveri - Coldwell Banker Royal Realty
Christian Ortiz - Keller Williams SD Metro
Nelda Patterson - Prudential California Realty
Wendy Pearl - Steele Canyon Realty
Eric Portnoy - Big Block Realty, Inc.
Ying Qu - Realty Experts/J&P Financial
Lawrence Ratliff - Realty Source, Inc.
Brittany Reissman - Prudential California Realty
Lissa Ress - Prudential California Realty
Lucero Rios - Ascent Real Estate, Inc.
Sandy Rodriguez - Realty National, Inc.
Daniel Rojas - Slavens Realty
Nancy Rork - RE/MAX Associates
Alicia Schlieff - Keller Williams SD Metro
Jeanne Schuetz - Qualifund, Inc.
Oliver Schwarz - RE/MAX Hometown REALTORS®
Alessandra Seader - Real Living Napolitano Real Estate
Irene Sevilla - Century 21 Award
Camille Shute - Silvercrest Realty Group, Inc.
Lisa Socia - Keylink Real Estate Solutions
Sally Steele - Realty Executives All Area
Dianne Sully - Afshin Realty
Mary Surak - Torrey Pines Property Mgmt.
Pheobe Tang - Cali-Land, Inc.
Jim Teak - ZipRealty, Inc.
Michelle Tharayil - Keller Williams SD Metro
Marian Tisdale - Keller Williams SD Metro

Todd Toback - Americhoice Enterprises, Inc.
Miguel Torres Diaz - Axia Real Estate Group, Inc.
Candy Vargas - Cal. Coast & Country Homes
Michael Vartani - The Real Estate Office of R.S.F.
Christine Vasquez - The Green House Group, Inc.
Yuan Yuan Wang - Abacus Properties, Inc.
Nicole Ward - RE/MAX Direct
Shari Wareham - Windermere Real Estate So. Cal.
Michal Wawrzynski - Keller Williams SD Metro
Marissa Wesselhoff - Coldwell Banker Residential
Richard White - Independence Realty
Stanley Wicks - Pacific View Real Estate
Bree Williams - Ken Frederick Realty, Inc.
Kelly Wilson - Ascent Real Estate, Inc.
Yang Xiang - San Diego Sunrise Realty
Xiaomei Yan - Pacific Lee Realty
Junying Zhou Abacus Properties Inc.
Denise Zimmern - Coldwell Banker Residential

Secondary Members

DESIGNATED REALTORS®

Fae Bidgoli - BIBIG, Inc.
Michael Cox - Turn-Key Lending & Realty
Ray Ewing - Ray Ewing
Edward Paine - California Asset Services, Inc.
Rossana Pestana - La Jolla Finance Corp.
William Worden - Penniall Real Estate Services
Jeannette Zhang - VasTree Real Estate

REALTORS®

Rick Bravo - Prudential California Realty
Steven Dawson - Real Estate EBroker, Inc.
Julie Wells - ARG Abbott Realty Group





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David Gaylord
Sr. Mortgage Consultant
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J. Horacio Herrera
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619-656-5800
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Daniel Healy
Sr. Mortgage Consultant
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NMLS ID 340107



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NMLS ID 681674



Joel Berman
Sr. Mortgage Consultant
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NMLS ID 653795



Carol Krock
Sr. Mortgage Consultant
951-903-4588
NMLS ID 284599



Jane Jones
Sr. Mortgage Consultant
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NMLS ID 320703



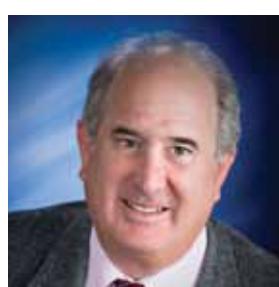
Manny Cien
Sr. Mortgage Consultant
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NMLS ID 664734



Mark Joplins
Sr. Mortgage Consultant
619-368-1294
NMLS ID 653792



Kathy Trolinger
Sr. Mortgage Consultant
619-208-0460
NMLS ID 662177



Randy Nathan
Sr. Mortgage Consultant
619-471-1789
NMLS ID 675056



Dreama Brown
Sr. Mortgage Consultant
619-890-3037
NMLS ID 512330



Hany Girgis
Sr. Mortgage Consultant
714-709-3506
NMLS ID 871041

INSTALLATION OF PRESIDENT LINDA LEE AND THE 2013 LEADERSHIP

Hundreds of guests including local REALTORS®, affiliates, industry leaders, and elected officials gathered at the Sheraton San Diego Hotel & Marina on January 12 to acknowledge the accomplishments of SDAR in 2012 and to celebrate the installation of the 2013 Board of Directors.

Women's Council of REALTORS® 2013 State President Tammy Newland introduced the new 2013 Directors and administered the oath to them. California Association of REALTORS® Treasurer Chris Kutzkey administered the oath to the 2013 Officers, and current NAR President Gary Thomas had the distinction of swearing in SDAR 2013 President Linda Lee.

Guests were treated to traditional Chinese cuisine in tribute to the heritage of President Lee, who is a native of Taiwan.

Serving as Masters of Ceremonies were Steve Rodgers of Real Living Lifestyles, and Diana Bull, 1999 C.A.R. President. The U.S. Marines Color Guard presented the flag in respect to the nation and its service members.

2010 WCR President Bobbie Nelson led the Pledge of Allegiance, and 2010 C.A.R. President Steve Goddard offered the invocation.

Outgoing President Donna Sanfilippo was honored for her leadership and service during 2012 and received numerous accolades and gifts including a photo collage made up of SDAR meetings and events she took part in throughout the year.

Posthumously named the 2012 Volunteer of the Year was David Prewett, a longtime SDAR member and dedicated leader in the San Diego real estate field. Awards of Excellence were presented to John Altman, 2012 Broker of the Year; Barbara DuDeck, 2012 REALTOR® of the Year; Donald Coleman, 2012 Affiliate of the Year; and Michael Marmion, 2012 Office Manager of the Year.

Major sponsors of the event included: Bank of America Home Loans, Citibank, Military Home Loans. Thank you to all of our sponsors and everyone that celebrated the installation of SDAR's 2013 Leadership.



WHO CAN SELL HUD HOMES?

(Find out more at SDAR's next Risk Management "brown-bag" seminar on Wednesday, February 27. Details at the end of this article.)

Any licensed broker, and their agents, can sell HUD-owned homes... if they have a "NAID" number and understand the process.

What is a NAID number? It stands for a Name and Address Identifier. Once a primary broker has one issued by HUD, the broker and its agents can sell HUD-owned homes. You can be registered and can start selling HUD-owned homes in four to five weeks following submission of HUD forms SAMS 1111 and SAMS1111A, along with some additional broker documentation.

Selling HUD owned homes offer a few unique selling features:

1. HUD will allow you to determine the commission you charge and pays up to a 3% selling commission.
2. In most cases, HUD offers an exclusive time period for Owner Occupants to purchase their properties before allowing investors to purchase.
3. All offers are submitted online directly by the selling broker. Every buyer's offer is received and reviewed by HUD.
4. HUD will accept the offer with the highest acceptable net to HUD within 24-hours of the bid deadline or the next business day following bid submission if the property remains unsold beyond its initial bid period.
5. Many properties qualify for a regular FHA 203B or a FHA 203k rehabilitation loan.

HUD also has several special sales programs like its "Good Neighbor Next Door" (GNND) program. Law enforcement officers, pre-kindergarten through 12th grade teachers, and firefighters/emergency medical technicians can contribute to community revitalization while becoming homeowners through HUD's GNND Program. HUD offers a substantial incentive in the form of a discount of 50% from the list price of the home during the GNND Lottery phase. In

return, the purchaser must commit to live in the property for 36-months as their sole residence.

You can learn more about obtaining a HUD NAID number and HUD home-selling opportunities at SDAR's upcoming "brown-bag" seminar on Wednesday, February 27, from 12:00 p.m. to 1:30 p.m. at the SDAR Kearny Mesa Service Center. Bring a bag lunch, and SDAR will provide chips and drinks. Cost is \$10 for SDAR REALTORS®; \$20 for all others. RMS members attend for free. Learn more and register at www.sdar.com or call (858) 715-8020.



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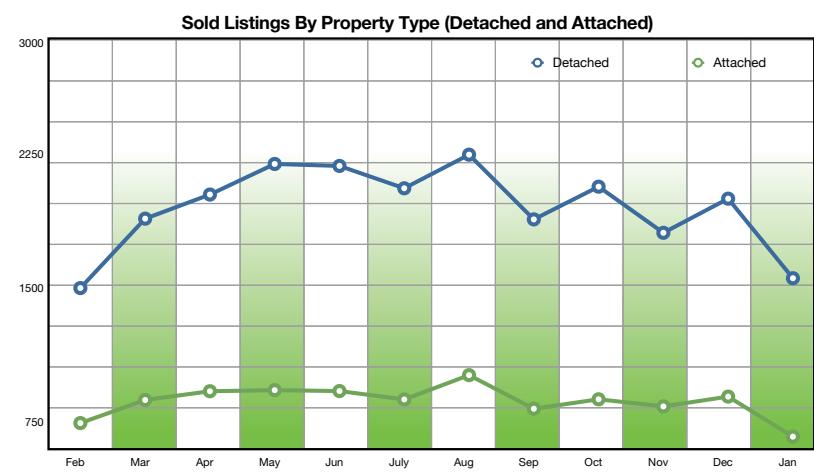
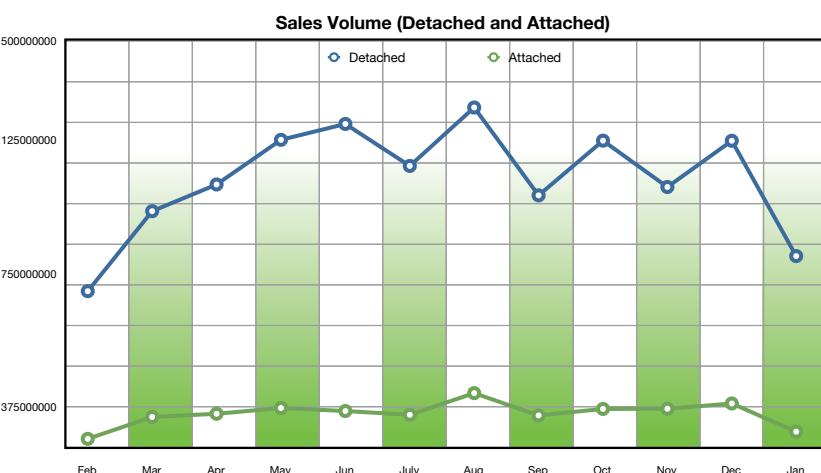
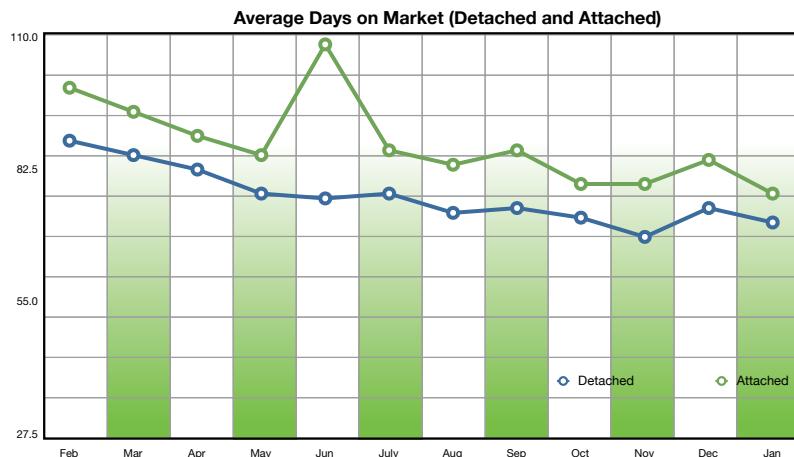
JANUARY STATISTICS DETACHED HOMES

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	11	11	127	127	\$415,000	\$415,000	10	10	69	69	\$390,000	\$390,000		
91902	Bonita	14	14	52	52	\$516,750	\$516,750	15	15	95	95	\$375,000	\$375,000		
91905	Boulevard	1	1	217	217	\$540,000	\$540,000	1	1	243	243	\$110,000	\$110,000		
91906	Campo	3	3	73	73	\$111,000	\$111,000	5	6	144	126	\$190,000	\$157,450		
91910	Chula Vista	33	33	60	60	\$350,000	\$350,000	26	30	86	86	\$297,000	\$297,000		
91911	Chula Vista	30	30	118	118	\$312,500	\$312,500	29	31	103	106	\$273,000	\$273,000		
91913	Chula Vista	32	32	91	91	\$455,000	\$455,000	30	32	61	61	\$366,000	\$360,500		
91914	Chula Vista	13	13	154	154	\$455,000	\$455,000	20	20	84	84	\$477,750	\$477,750		
91915	Chula Vista	29	29	107	107	\$407,000	\$407,000	33	34	131	132	\$383,000	\$378,000		
91916	Descanso	2	2	68	68	\$390,000	\$390,000	2	2	98	98	\$280,500	\$280,500		
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	7	7	97	97	\$325,000	\$325,000	8	8	126	126	\$227,500	\$227,500		
91934	Jacumba	0	0	0	0	\$0	\$0	2	2	67	67	\$70,000	\$70,000		
91935	Jamul	6	6	67	67	\$422,500	\$422,500	5	5	226	226	\$430,000	\$430,000		
91941	La Mesa	25	25	43	43	\$440,000	\$440,000	15	15	79	79	\$409,000	\$409,000		
91942	La Mesa	22	22	63	63	\$362,250	\$362,250	19	21	86	81	\$328,500	\$320,000		
91945	Lemon Grove	22	22	40	40	\$294,500	\$294,500	11	12	100	99	\$253,000	\$254,000		
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91950	National City	21	21	99	99	\$235,000	\$235,000	14	18	59	71	\$199,500	\$198,250		
91962	Pine Valley	3	3	185	185	\$278,000	\$278,000	2	2	132	132	\$182,500	\$182,500		
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91977	Spring Valley	27	27	85	85	\$275,000	\$275,000	41	44	66	77	\$235,000	\$232,500		
91978	Spring Valley	3	3	75	75	\$425,000	\$425,000	3	3	23	23	\$350,000	\$350,000		
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92003	Bonsall	6	6	88	88	\$552,500	\$552,500	4	4	203	203	\$657,500	\$657,500		
92004	Borrego Springs	5	5	70	70	\$182,500	\$182,500	5	5	125	125	\$75,000	\$75,000		
92007	Cardiff By The Sea	5	5	69	69	\$970,000	\$970,000	5	5	129	129	\$645,000	\$645,000		
92008	Carlsbad	12	12	66	66	\$647,500	\$647,500	12	12	158	158	\$519,875	\$519,875		
92009	Carlsbad	30	30	73	73	\$770,500	\$770,500	23	25	73	74	\$570,000	\$570,000		
92010	Carlsbad	7	7	81	81	\$527,500	\$527,500	9	9	59	59	\$404,000	\$404,000		
92011	Carlsbad	17	17	39	39	\$749,900	\$749,900	16	18	107	99	\$714,950	\$714,950		
92014	Del Mar	12	12	77	77	\$1,467,500	\$1,467,500	8	9	147	133	\$2,090,000	\$1,900,000		
92019	El Cajon	24	24	95	95	\$325,000	\$325,000	22	24	94	95	\$302,500	\$317,500		
92020	El Cajon	33	33	69	69	\$325,000	\$325,000	22	23	78	79	\$310,000	\$300,000		
92021	El Cajon	26	26	56	56	\$325,000	\$325,000	24	26	136	139	\$281,750	\$303,750		
92024	Encinitas	22	22	86	86	\$991,250	\$991,250	20	20	74	74	\$840,000	\$840,000		
92025	Escondido	21	21	99	99	\$345,000	\$345,000	23	24	77	89	\$350,000	\$340,000		
92026	Escondido	43	43	118	118	\$371,000	\$371,000	24	28	113	119	\$315,500	\$308,750		
92027	Escondido	33	33	93	93	\$323,700	\$323,700	30	32	107	105	\$273,000	\$266,500		
92028	Fallbrook	43	43	72	72	\$430,000	\$430,000	26	26	91	91	\$287,500	\$287,500		
92029	Escondido	13	13	63	63	\$549,000	\$549,000	7	9	244	227	\$560,000	\$560,000		
92036	Julian	5	5	184	184	\$231,000	\$231,000	2	2	166	166	\$218,450	\$218,450		
92037	Jolla	12	12	96	96	\$1,266,208	\$1,266,208	14	15	58	55	\$1,413,178	\$1,350,000		
92040	Lakeside	32	32	79	79	\$320,000	\$320,000	23	24	74	80	\$300,000	\$300,000		
92054	Oceanside	13	13	38	38	\$323,500	\$323,500	16	17	100	104	\$320,925	\$322,500		
92056	Oceanside	34	34	49	49	\$370,500	\$370,500	22	23	64	64	\$316,000	\$322,000		
92057	Oceanside	42	42	81	81	\$340,000	\$340,000	32	34	97	100	\$319,625	\$319,625		
92058	Oceanside	7	7	76	76	\$275,000	\$275,000	9	10	169	181	\$250,000	\$252,500		
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	0	0	0	\$0	\$0	1	1	611	611	\$230,000	\$230,000		

Current Year - 2013							

JANUARY STATISTICS ATTACHED HOMES

Current Year - 2013								Previous Year - 2012									
SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		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	Mth	YTD
91901	Alpine	2	2	50	50	\$160,000	\$160,000	1	1	264	264	\$149,900	\$149,900				
91902	Bonita	2	2	128	128	\$166,000	\$166,000	1	1	99	99	\$90,000	\$90,000				
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	8	8	64	64	\$197,500	\$197,500	9	10	120	123	\$152,000	\$162,500				
91911	Chula Vista	11	11	44	44	\$179,900	\$179,900	6	6	70	71	\$149,250	\$150,000				
91913	Chula Vista	10	10	124	124	\$197,500	\$197,500	13	15	155	183	\$180,000	\$175,000				
91914	Chula Vista	4	4	94	94	\$230,000	\$230,000	3	3	185	185	\$260,000	\$260,000				
91915	Chula Vista	19	19	137	137	\$226,000	\$226,000	10	12	157	157	\$217,000	\$217,000				
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	2	2	55	55	\$183,500	\$183,500	4	4	96	96	\$111,000	\$111,000				
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	1	1	57	57	\$145,000	\$145,000	1	1	15	15	\$146,500	\$146,500				
91942	La Mesa	7	7	30	30	\$200,888	\$200,888	8	8	104	104	\$213,750	\$213,750				
91945	Lemon Grove	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0				
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0				
91950	National City	4	4	89	89	\$150,950	\$150,950	3	6	191	245	\$119,900	\$114,500				
91962	Pine Valley	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0				
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0				
91977	Spring Valley	7	7	181	181	\$128,000	\$128,000	2	3	100	68	\$106,438	\$125,876				
91978	Spring Valley	1	1	31	31	\$137,800	\$137,800	2	2	43	43	\$156,400	\$156,400				
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0				
92003	Bonsall	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0				
92004	Borrego Springs	2	2	37	37	\$124,750	\$124,750	0	0	0	0	\$0	\$0				
92007	Cardiff By The Sea	3	3	83	83	\$343,500	\$343,500	1	1	127	127	\$360,000	\$360,000				
92008	Carlsbad	3	3	58	58	\$625,000	\$625,000	6	6	128	128	\$402,450	\$402,450				
92009	Carlsbad	17	17	63	63	\$335,000	\$335,000	30	30	122	122	\$279,450	\$279,450				
92010	Carlsbad	5	5	88	88	\$370,000	\$370,000	5	5	215	215	\$299,900	\$299,900				
92011	Carlsbad	5	5	22	22	\$400,000	\$400,000	1	1	86	86	\$415,000	\$415,000				
92014	Del Mar	3	3	124	124	\$675,000	\$675,000	5	6	30	29	\$372,000	\$345,000				
92019	El Cajon	9	9	110	110	\$182,000	\$182,000	9	9	59	59	\$170,000	\$170,000				
92020	El Cajon	5	5	209	209	\$114,000	\$114,000	4	5	227	184	\$102,000	\$101,000				
92021	El Cajon	4	4	21	21	\$121,500	\$121,500	5	6	101	102	\$113,000	\$112,500				
92024	Encinitas	11	11	74	74	\$429,000	\$429,000	9	10	47	51	\$248,000	\$278,500				
92025	Escondido	4	4	40	40	\$161,000	\$161,000	4	4	27	27	\$142,500	\$142,500				
92026	Escondido	6	6	44	44	\$135,500	\$135,500	8	9	70	210	\$113,000	\$113,500				
92027	Escondido	4	4	39	39	\$131,500	\$131,500	4	4	75	75	\$122,250	\$122,250				
92028	Fallbrook	2	2	115	115	\$162,500	\$162,500	2	2	23	23	\$167,500	\$167,500				
92029	Escondido	0	0	0	0	\$0	\$0	1	1	132	132	\$115,000	\$115,000				
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0				
92037	La Jolla	20	20	88	88	\$821,250	\$821,250	12	13	249	235	\$565,000	\$520,000				
92040	Lakeside	4	4	44	44	\$109,000	\$109,000	4	4	44	44	\$99,500	\$99,500				
92054	Oceanside	6	6	163	163	\$430,150	\$430,150	7	8	108	124	\$320,000	\$327,500				
92056	Oceanside	19	19	82	82	\$190,000	\$190,000	23	24	89	89	\$190,000	\$187,500				
92057	Oceanside	21	21	62	62	\$163,000	\$163,000	18	20	118	119	\$140,000	\$135,000				
92058	Oceanside	8	8	20	20	\$181,500	\$181,500	6	6	133	133	\$140,500	\$140,500				
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	0	0	0	\$0</											



COMPARATIVE SALES - EXISTING HOMES - JANUARY 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 January 2013	\$206,095,214		26,438	\$783,238,070	25,415	-29,287
2 Average Sales Price January 2013	\$306,234		17,608	\$502,398	9,246	-9,102
3 Median* Sales Price January 2013	\$245,000		16,660	\$390,000	11,740	-6,810
4 Sold Listings January 2013	673		7,508	1,559	14,801	-22,206
5 Average Days on Market January 2013	79		-26,852	73	-23,158	-3,947
6 Total Sales Volume January 2012	\$163,000,691			\$624,515,447		
7 Average Sales Price January 2012	\$260,384			\$459,879		
8 Median* Sales Price January 2012	\$210,000			\$349,000		
9 Sold Listings January 2012	626			1,358		
10 Average Days on Market January 2012	108			95		

	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	\$206,095,214		19,261	\$783,238,070	18,105	
12 Average Sales Price YTD 2013	\$306,234		19,084	\$502,398	9,469	
13 Median* Sales Price YTD 2013	\$245,000		19,510	N/A	\$390,000	13,040
14 Sold Listings YTD 2013	673		0,149	1,559	7,889	N/A
15 Average Days on Market YTD 2013	79		-30,088	73	-23,958	
16 Total Sales Volume YTD 2012	\$172,810,410			\$663,171,759		
17 Average Sales Price YTD 2012	\$257,158			\$458,942		
18 Median* Sales Price YTD 2012	\$205,000			\$345,000		
19 Sold Listings YTD 2012	672			1,445		
20 Average Days on Market YTD 2012	113			96		

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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CORONADO ASSOCIATION INSTALLS NEW BOARD OF DIRECTORS

The Coronado Real Estate Association, a specialty business group of SDAR, met on January 18, 2013, to install its new Board of Directors for 2013. The luncheon was held at the Coronado Marriott Hotel and featured a keynote address by George Chamberlin, Executive Editor of the San Diego Daily Transcript, host of the television show Money Matters, and a frequent contributor to NBC-San Diego News and KOGO radio.

Outgoing President Carol McGraw thanked all who worked with her to make 2012 a very successful year. It was highlighted by the first Pet Parade and Chili Cook-Off which raised \$14,000.00 for PAWS of Coronado. An increased membership and the return of the monthly caravan meetings were also noted as highlights of the year.

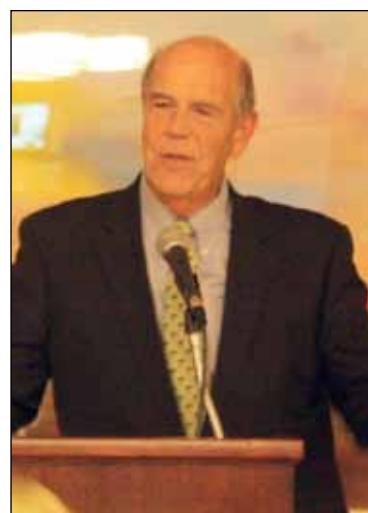
Incoming President for 2013, Gerri-Lynn Fives, will bring her enthusiasm, professionalism and dedication to both the Real Estate Industry and the City of Coronado to the position. She related that the reason she does what she does is because of the five "C's":

- Care: You will make a difference because you care.

- Contribute: You will because you want to be on the front line. Develop business practices and policies for our profession rather than read about them.
- Character: You learn to listen, analyze, debate respectfully. It builds character.
- Last two "C's go together: Your Colleagues and your Community matter. You will make lifelong friendships that will matter in your professional and personal community.

This is a repeat performance for Fives, who was also the CREA president in the inaugural year of the group, 2010. Serving alongside her will be Vice-President Tom Bullock, Secretary Michel Napolitano, Treasurer Mary Ann Kelly, and Immediate Past President Carol McGraw. Directors will be Caroline Haines, Nancy Peace, Ken Tablang, Zach Todaro and Renee Wilson.

The Awards of Excellence for 2012 were presented to Realtor of the Year Carol McGraw of Willis Allen Real Estate and Affiliate of the Year Debi Levenson of Fidelity National Home Warranty and Disclosure Source.



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THE VA PRO DESIGNATION – CHANGING THE WAY YOU THINK ABOUT VA!

When Karen Bates of Military Home Loans joined the Navy, she never dreamed it would be the catalyst for someday having a passion to get veterans into homes, but it did. Why? Because during her enlistment, she had an experience that she has come to call "My Six-Figure Home-Buying Mistake."

"In 1994, I was as an E-5," said Bates, "and upon arriving at my second duty station, I decided it was time to buy a home. I found a small condo and was given paperwork stating my payment would be \$850 per month with a purchase price of \$86,000. Two months later as construction was finishing, I went to sign the final paperwork and to my horror, my payment had increased to almost \$1,300 per month, and I was being asked for more money. The condo was not VA approved.

"The higher payment was not in my budget so I had no choice but to cancel the purchase. Even worse, the experience was painful enough and happened so quickly, that I ended up renting vs. even trying to attempt another purchase. Had I been working with a REALTOR® who was knowledgeable about VA, I could have avoided this terrible experience and purchased a property I could buy with my VA benefit," said Bates.

"Today, just 19 years later and about the time I would be retiring from the Navy, that condo is worth \$177,000 and my loan would be at \$57,000. Even in our current real estate market, that is \$120,000 in equity! So this left me with a lifetime goal to get the correct information about the VA loan benefit and how to use it in front of every Veteran so that they have the opportunity to make an informed buying decision and avoid my mistake."

Here are the challenges. The VA guidelines are "user friendly" and broadly defined. When lenders and investors get these guidelines, it is up to each individual lender to set a standard for their own company to ensure consistent and fair lending. These are commonly known as "overlays." So if an agent or veteran has a question about credit scores, termite, or repair requirements, they can, and often do, get up to three different answers from three different lenders. Combine this conflicting information with the fact that veterans get almost no training on their VA loan benefit, and it's a recipe for missed opportunities. This is evident by the fact that there are over 22 million VA-eligible veterans in the U.S. (almost 2 million in California) and only 1.65 million VA loans. Less than 10% of veterans are using their VA loan benefit.

The solution: The VA Pro designation. VA Pro's purpose is to empower REALTORS® with accurate information on VA that veterans need and simply cannot find anywhere else, not even on the internet. This gives REALTORS® the competitive advantage and highlights the immeasurable value they bring to veterans in the home-buying process. This one-day, eight hour course includes two hours of targeted marketing strategies complete with branded VA Pro marketing templates including flyers, business cards, and press releases. And, it comes with a risk-free, 30-day money back guarantee if you don't love it.

To learn more about the network, please visit www.VAproNetwork.com

Course: Be a Hero... Be a VA Pro

Instructors: Ken and Karen Bates

Date: Friday, March 15

Time: 8:30 a.m.-5:30 p.m.

Location:

SDAR's Kearny Mesa Service Center
4845 Ronson Court, San Diego, CA 92111

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"I gained the confidence to do my first deal and because of that, I closed six deals my first six months. I couldn't have done it without VApro Network and Ken Bates. Worth every penny!" – Brent Edwards

"The information I received will be shared with many others! There is no way to put a price tag on this knowledge." – Gloria M. Baker

"I absolutely recommend this course to both listing and selling agents!" – Vickie Fageol



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WHAT TO THINK ABOUT “THE CLOUD”

By Christopher Smith, Sr.

What is the cloud? If you are like most of us in the industry, you are probably tired of hearing about “the Cloud.” The term has been so overused that you might begin to think it’s a bad weather forecast headline. People are using it in everyday conversations. It has even made its way into the latest online versions of the dictionary and other web-based article collaborations such as Wikipedia.

Think of the cloud as a hard drive on the internet. Twenty years ago, the computing storage model was all about how big your hard drive was. Geeks, computer nerds, network engineers, and all other technophiles would brag about how big their hard drive was, and everything was measured in terms of megabytes and gigabytes.

The home-based PC began to gain popularity for its ability to create, store and share information. With the internet explosion, and specifically products like Napster, the home-based PC began to consume data at alarming rates. The peer-to-peer sharing craze of the late 1990s and early 2000s made consuming large quantities of data the norm. Hardware manufacturers couldn’t keep up with the demand.

Sometime around 2003 or 2004, the competition between these storage array giants began to drive the cost of storage appliances down further. Storage began to get cheaper and cheaper, while the demands on speed and reliability kept rising.

Amazon was one of the first to realize the demand for storage for documents, pictures, and even media like MP3s wasn’t going to go away. Soon after Amazon began offering its storage as a service, banks, service centers, and online retailers began to see that having their own storage infrastructure was no longer cost effective. Cloud-based storage had arrived.

Around 2008, companies like Google had massive farms of computing resources. By 2009 it was estimated that Google had seven floors of servers, around 2,300 storage arrays. Google had infrastructure that was redundant, with backups for backups, and could stay online 100% of the time with automation they had created. The real question was what to do all this processing and storage.

The power of the “data center” changed hardware from an expensive unreliable commodity to an easy to-use component like a simple flash drive. If people had an internet con-

nexion, they could now access their information on any device anywhere in the world. With security measures now in place, it allowed these online storage giants to give users the granular security control just like the Windows operating system could.

You could password-protect documents, share them, and collaborate on the document. Gone were the days

services and even the amount of engineers and technicians required to manage all this data. “Cloud” storage had finally made its way to market. It was now safe, secure, reliable, and more cost effective than local storage. Cloud storage had finally arrived on main street. It is now available

to the general public with product offerings like Google and Amazon EC2.

Be sure to check out SDAR’s next technology article and “like” us on our Facebook fan page.

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



of all your data being on your local hard drive. Laptops and desktops began to ship with flash drive hard drives that leveraged speed instead of size. The personal computing model had now changed. Now if you lost your laptop, your data wasn’t gone. This new model, referred to as “storage in the cloud”, kept your data safe from viruses, accidental deletion, loss, and even prying eyes. You could now access that favorite picture of yourself on the beach in Hawaii on your iPhone, iPad, even your web-enabled television set.

CEOs and Directors of IT everywhere began to ask the question. So what? This is when the computing model changed in late 2011. Stuck with very tight budgets due to the decline in revenue generating sales and global economics, IT directors everywhere couldn’t get access to the massive storage arrays they used to; there simply wasn’t money in the budget. They were forced to look at alternative ways to get the most out of a small budget. This drove thousands of companies to begin to adopt the “cloud”-based storage model where, in essence, they handed over data to an online storage giant and asked them to take care of their data for them.

This had immense success almost overnight. By putting the data in “the cloud,” they reduced the amount of servers, licenses, backups tapes and

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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

FEB	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
21-22	Commercial Success Series	9:00 am – 4:00 pm	\$179	\$179	\$179	\$219	NA	Chip Bonghi/David Weinstein
21	Point2 Listing Syndication	12:00 pm – 1:00 pm	Free	Free	Free	Free	NA	Point2 Trainer
23	Google Apps Training	9:30 am – 12:30 pm	\$10	\$10	\$10	\$15	NA	Kevin Burke, JD
25-27	Conquering Contracts	Mon: 8:30 am – 3:30 pm Tue: 8:30 am – 5:00 pm Wed: 8:30 am – 1:30 pm	\$254.15	\$75 (Audit)	\$299	\$399	19 CP	Eric Ginder, Esq.
25	Accessing Google E-mail Via the Web	9:00 am – 10:00 am	\$10	\$10	\$10	\$15	NA	Kevin Burke, JD
25	Accessing Outlook E-mail Via Google	10:30 am – 11:30 am	\$10	\$10	\$10	\$15	NA	Kevin Burke, JD
27	Google Sites	9:00 am – 10:30 am	\$10	\$10	\$10	\$15	NA	Randy Jones
28	REALTORS® Property Resource	9:00 am – 11:00am	Free	Free	\$10	\$20	NA	Kevin Burke, JD
28	zipForm® 6 Hands-On Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
FEB 28 & MAR 1	Certified Distressed Property Expert Designation	9:00 am – 5:00 pm	\$449	\$449	\$449	\$449	NA	CDPE Trainer
MAR	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
5	Understanding Permits & Building Codes	9:00 am – 12:00 pm	\$24.65	\$22	\$29	\$39	NA	Jonathan Schneeweiss, JD
6	Agent Boot Camp	9:00 am – 3:30 pm	Free	Free	\$15	\$50	NA	Patrick Alexander
8	DocuSign® - Electronic Signatures (beginners)	9:00 am – 11:00 am	\$12.75	\$15	\$15	\$25	NA	Randy Jones
8	DocuSign® - Electronic Signatures (advanced)	11:30 am – 1:00 pm	\$12.75	\$15	\$15	\$25	NA	Randy Jones
8	Google Productivity Suite for Buyers	1:30 pm – 4:30 pm	\$21.25	\$25	\$25	\$40	NA	Randy Jones/Kevin Burke
11	Google Apps Training	9:30 am – 12:30 pm	\$10	\$10	\$10	\$15	NA	Randy Jones
12	The Free REALTOR® Research Tool	2:00 pm – 4:00 pm	Free	Free	Free	Free	NA	REALTOR.com Trainer
14	Google Productivity Suite for Sellers	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$40	NA	Randy Jones/Kevin Burke
15	Be a Hero... V.A. Pro Designation	8:00 am – 5:00 pm	\$349	\$349	\$349	\$379	NA	Ken and Karen Bates
15	The Free REALTOR® Research Tool	9:00 am – 11:00 am	Free	Free	Free	Free	NA	REALTOR.com Trainer
15	The Free REALTOR® Research Tool	2:00 pm – 4:00 pm	Free	Free	Free	Free	NA	REALTOR.com Trainer

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MARCH 2013 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	COMMITTEE MEETINGS
					Certified Distressed Properties (DPP) Designation - Day 1 9:00 am–5:00 pm (Kearny Mesa)	2	
3	4 New Member Orientation 8:30 am–3:30 pm (Kearny Mesa)	5 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Permits & Building Codes 9:00 am–12:00 pm (East County) Free MLS Tempo Training 9:15 am–4:30 pm (Kearny Mesa)	6 Agent Boot Camp 9:00 am–3:30 pm (Kearny Mesa)	7 Make Smarter Real Estate Decisions with Due Diligence - Day 2 8:30 am–12:30 pm (Kearny Mesa)	8 DocuSign® Electronic Signatures 9:00 am–11:00 am - Beginners 11:30 am–1:00 pm - Advanced (Kearny Mesa) Google Productivity Suite - Buyers 1:30 pm–4:30 pm (Kearny Mesa)	9 One-Day Prep Course 8:30 am–5:00 pm (Kearny Mesa)	
10	11 Google Apps Training 9:00 am–11:00 am (Del Mar)	12 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Free MLS Fusion Training 9:15 am–4:30 pm (Kearny Mesa) The Free REALTOR® Research Tool 2:00 pm–4:00 pm (Kearny Mesa)	13	14 Google Productivity Suite - Sellers 9:00 am–12:00 pm (Kearny Mesa) Broker Circle in South County 10:00 am–11:30 am	15 Be a Hero... V.A. Pro Designation 8:30 am–5:00 pm (Kearny Mesa) The Free REALTOR® Research Tool 9:00 am–11:00 am (Del Mar) 2:00 pm–4:00 pm (Kearny Mesa)	16	
17	18 SPRING EXTRAVAGANZA - Day 1 (list of classes available online) 8:00 am–6:00 pm (Kearny Mesa)	19 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa)	20 SPRING EXTRAVAGANZA - Day 2 (list of classes available online) 8:00 am–6:00 pm (Kearny Mesa)	21 Certified Negotiation Expert - Day 1 8:30 am–5:00 pm (Del Mar) Point2 Listing Syndication 9:00 am–10:00 am (South County) Google Calendar Training 9:00 am–1:00 pm (Kearny Mesa)	22 SPRING EXTRAVAGANZA - Day 3 (list of classes available online) 8:00 am–6:00 pm (Kearny Mesa) Certified Negotiation Expert - Day 2 8:30 am–5:00 pm (Del Mar)	23	
24	25 SPRING EXTRAVAGANZA - Day 4 (list of classes available online) 8:00 am–6:00 pm (Kearny Mesa)	26 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Managing Single-Family & Small Investment Properties 9:00 am–4:30 pm (Kearny Mesa)	27 SPRING EXTRAVAGANZA - Day 5 (list of classes available online) 8:00 am–6:00 pm (Kearny Mesa)	28 QuickBooks® for Property Managers & Landlords 3:00 pm–6:00 pm (Kearny Mesa) Thirsty Thursdays - YPN Mixer 5:00 pm–7:00 pm (Location TBA)	29 Google E-mail Training 9:00 am–11:30 am (Kearny Mesa)	30	
31							

All classes/events subject to change or cancellation.



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