



4845 Ronson Court • San Diego, CA 92111-1803

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THE TRUSTED VOICE OF SAN DIEGO REAL ESTATE

What's Happening at SDAR • August 2013

What's on the Horizon?

GAIN A PERSPECTIVE AT THE REAL ESTATE SUMMIT ON SEPT. 13

5TH ANNUAL
REGIONAL
REAL ESTATE
SUMMIT

The 5th Annual Regional Real Estate Summit next month, hosted by the Greater San Diego Association of REALTORS®, promises an exclusive look at what's on the horizon in the housing market.

The summit is Friday, September 13, at the Sheraton Hotel and Marina on Harbor Island. Arrive at 9:30 a.m. for a trade show and networking prior to the Summit which begins at 12:00 noon.

This year's summit features a panel of experts spanning various segments of the industry who will share their perspectives on the market and what the opportunities and challenges are in today's economic climate. Become better informed about the economic state of real estate in California and how this can affect your industry and your business.

Register at SDARsummit.eventbrite.com or by calling (858) 715-8000. The cost is \$39 for SDAR members (REALTOR®Plus members receive a \$10 discount), and \$69 for non-members. Tables of 10 are available for \$269, and Premium tables of 10 with preferred seating are \$469.

The Real Estate Summit features leading economists that will decode the real estate market from the local, state and national perspectives. Guest speakers include:

- **Leslie Appleton-Young** - VP & Chief Economist, California Association of REALTORS® (C.A.R.)
- **Robert Young** - Managing Director, Citibank Corporate
- **Russell T. Valone II** - Board of Directors for San Diego Building Industry Association (BIA)
- **Michael Lea** - Director, Corky McMillin Center for Real Estate at San Diego State University
- **Dan McAllister** - Treasurer-Tax Collector, San Diego County



FEATURING:

Leslie Appleton-Young
Vice President & Chief Economist for the California Association of REALTORS®

Sponsorship opportunities are available.
Contact Sales at (858) 715-8018 or Sales@sdar.com.

ATTEND MEMBER APPRECIATION DAY PRIOR TO SUMMIT

SDAR members are also cordially invited to Member Appreciation Day & Annual Meeting. This year's event will be held prior to the Regional Real Estate Summit on September 13 beginning at 9:30 a.m. at the Sheraton Harbor Island. Join your colleagues for a continental breakfast, election results announcement, networking with fellow colleagues, trade show, giveaways, and gifts. Then we hope you'll stay for the Real Estate Summit starting at 12:00 noon. **As an added bonus, members who attend Member Appreciation Day will receive 40% off tickets to the Summit when you sign up for both events at MAD13.eventbrite.com.**

REALTOR® Success

Prices are up 32%



Mortgages

Positive home values
% Rates, FHA Loans

Academic Research

Market Forecasts

Development

Expansion & Growth



education/research

01 real estate

02 finance

03 building

04 education/research

To register visit:

www.sdarsummit.eventbrite.com

PERIODICAL

The San Diego REALTOR® (ISSN 1096-8210; USPS 479-460) is the official publication of the Greater San Diego Association of REALTORS®, which is affiliated with the National Association of REALTORS® and the California Association of REALTORS®.

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The Leadership of Your Association Election Guide for 2014 Directors

Cast your vote for Directors for the 2014 SDAR Board beginning Monday, August 26, at 8:00 a.m. through Thursday, September 5, at 5:00 p.m.

Fourteen candidates are running for 10 Director positions, which are two-year terms. Ten other directors are currently serving their first year of a two-year term.

Turn to page 6 for the Candidate Guide.

This is the first election in which Board Officers will not be voted on by the association membership. Earlier this year, members approved bylaw amendments in a special election

that authorized the Board of Directors to appoint all Officers, including the President-Elect, Vice President, and Treasurer, in addition to the Executive Vice President and Secretary.

Eligible SDAR REALTOR® members will receive an e-ballot with voting instructions from Internet Crusade. Please visit www.sdar.com/election for more information.

If you have technical problems casting your vote during the voting period, call SDAR's Election Hotline at (858) 715-8054, Monday through Friday, 8:00 a.m. to 5:00 p.m. (PDT). Note: New members must have attended new member ori-

entation by July 22, 2013, in order to be eligible to vote in this election.

You will be able to vote directly from the e-mail ballot, or you may vote when you visit the SDAR website or one of our SDAR Service Centers, as long as you have your PIN information from the e-mail.

The election results will be posted at SDAR's main office and at www.sdar.com/election on September 9. Results also will be announced at the Member Appreciation Day and Annual Meeting on September 13 at the Sheraton Hotel and Marina on Harbor Island (prior to the Regional Real Estate Summit).

PRESIDENT'S PERSPECTIVE

2013 PRESIDENT

LINDA LEE



I hope everyone has enjoyed a wonderful summer. The recent housing statistics continue to instill excitement for our members. Compared to June, single-family home sales in July were up 5 percent as the summer buying season hit full swing.

Sales of condos and townhomes also increased – more than 8 percent compared to June, and an impressive 23 percent from a year ago. The median price of single-family homes sold in July was at \$485,000, virtually unchanged from June, but up a whopping 23 percent from a year ago. Condos and townhomes saw a median price of \$320,000 in July – an increase of 6 percent over the previous month, and an astounding 36 percent from a year ago.

The increases mean more people are putting their homes on the market. By the end of July, the inventory of previously owned homes and condos throughout the county surpassed 6,000 for the first time in a year. This is tremendous news. Sales are up. Prices are up. Inventory is up. Everything is moving in the right direction for our members.

This is a good time to remind our members to police our own profession. The REALTOR® Code of Ethics preamble encourages us to “identify and take steps, through enforcement of this Code of Ethics and by assisting appropriate regulatory bodies, to eliminate practices which may damage the public or

which might discredit or bring dishonor to the real estate profession. REALTORS® having direct personal knowledge of conduct that may violate the Code of Ethics involving misappropriation of client or customer funds or property, willful discrimination, or fraud resulting in substantial economic harm, bring such matters to the attention of the appropriate Board or Association of REALTORS®.”

I encourage all members to report possible violations. We are the center of the transaction, and the first to see and detect unethical or fraudulent conduct. It's up to us to uphold the Code and our reputation as an industry. You can report unethical and/or fraudulent conduct through SDAR, local, state, and federal agencies:

Greater San Diego Association of REALTORS®, Risk Management Department
http://sodar.com/index.php?option=com_content&view=article&id=105&Itemid=387
Phone: 858-715-8020

San Diego District Attorney's Office, Economic Crimes Division:
<http://www.sdcda.org/preventing/real-estate-fraud/index.html>
Phone: 619-531-4040

Bureau of Real Estate
<http://bre.ca.gov/>
Phone: (619) 525-4192

Federal Bureau of Investigation
<http://www.fbi.gov/sandiego/>
Phone: (858) 320-1800

Let's finish 2013 strong. Onward and Upward!

Linda Lee

IN MEMORIAM



BILL MONTEE OPIE – 1991 Past President

Bill Montee Opie, the 1991 President of the San Diego Association of REALTORS®, passed away July 30, 2013, at The Terraces of Los Gatos in California. Born to Albert Lee and Mary Elizabeth Montee Opie, in Sandusky, Bill attended Sandusky schools, until he enrolled at Bowling Green University to major in business. His education was interrupted by two years in the Army where he served in special services before returning to complete his studies.

After graduation, Bill married Mary Louise Knight. Opie settled his family in Detroit. Within a few years, his father's illness required him to return to the family business, O P Craft in Sandusky. Bill expanded the small company into a burgeoning plastics enterprise. He held many patents for his creative efforts.

He was an ardent golfer and a collector of presidential memorabilia, which he donated to the Smithsonian Collection. When the business was sold Bill moved his family to San Diego. He became active in real estate. Divorced in 1983, he married Selma Zarakov, a professor at Palomar College.

A prominent member of the Rancho Bernardo Rotary Club and an office holder in every organization to which

he belonged, Bill's love of people contributed to his success. Bill and Selma established scholarships at UC Riverside, Sandusky High School, the Rancho Bernardo Rotary Club, and Palomar College. They were active supporters of the San Diego Zoo and Wild Animal Park.

Bill leaves his wife of 30 years, Selma Opie; two brothers, John (Sue) Opie, of Pennsylvania and Oregon, and James (Cathy) Opie, of Portland, Ore.; a daughter, Catherine Sue Opie (Julie), of Los Angeles and a son, Robert Lee Opie, children of his first marriage to Lou Knight Valentine, of Poway Calif.; two stepsons, Milo Zarakov, of Pleasant Hills, Calif., and Eric Zarakov, of Guatemala; two grandchildren, Oliver Opie and Kayla Opie; and two stepgrandchildren, Adam Zarakov and Daniel Zarakov.

A Celebration of Life was held August 17 at The Terraces of Los Gatos. Donations in the memory of Bill Montee Opie can be made to the Hospice of the Valley, 4850 Union Ave., San Jose, CA 95124.



LEE RENS – 1979 Past President

SDAR has also learned of the death of Lee Rens, who was president in 1979. More details were unavailable at press time, but we express our condolences to his family and friends.

The San Diego REALTOR®

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South County · 884 Eastlake Parkway, Ste 1629 · Chula Vista, CA 91914 · P: (619) 656-9261 · F: (619) 656-9332

2013 Officers

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

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Karla Cohn
Gerri-Lynn Fives
Steve Fraioli
Roger Holtsclaw
Randy Jones
Ashley Lunn
Vicki Mahanna Campbell
Mark Marquez
Denise Matthis
Rob McNelis
Mary Mitchell
Angela Ordway
Paulina Rassavong
Michelle Serafini
Cory Shepard
Michael Spilger
Ken Tablang
Jim Taylor
Fiona Theseira

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David Pedersen - *Communications Coordinator*
Carrie Burazin - *Marketing Coordinator*
Foley Publications - *Design & Art Direction*
Neil Dulay - *Multimedia Content Producer*

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Catherine Smiley Jones - *Chief Operations Officer*

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David Kvendru - *Chief Financial Officer*

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Kimberly Heinrich - *Education Manager*

Government Affairs

Jordan Marks - *Director of Government Affairs*

Information Technology

Christopher Smith, Sr. - *Director*

Marketing & Communications

Stephanie Pac - *Director*

Member Services

Shirley Carroll - *Director of Member Services*

Risk Management

Kate Speir - *Vice President of Risk Management*

Sales

Angel LeMay - *Director of Sales*

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**Advertisements that contain offers or solicitation of agents for recruitment purposes are prohibited.*

Annual Golf Tournament on Oct. 1 to Benefit Community Charities

Perfect your backswing while supporting a good cause. The 7th Annual Charity Golf Tournament benefitting SDAR's Ambassadors Foundation is set for Tuesday, October 1, at The Crosby at Rancho Santa Fe.

Proceeds support local charities serving the San Diego community, including The Angel's Depot, It's All About the Kids, PAWS San Diego, Second Chance, and Homefront San Diego.

The entire course is reserved for this event. Registration begins at 10:00 a.m., followed by lunch and contests. Shotgun tee time is 12:00 p.m. The evening events begin at

5:30 p.m. with a cocktail reception and silent auction, followed by dinner, a live auction and awards.

The player fee is only \$209, and includes green fees, shared golf cart, lunch, dinner, and more. Non-golfers are encouraged to attend the evening events – dinner-only tickets are \$65. Voluntary donations are always welcome.

For registration and more information, visit SDARgolf.eventbrite.com. A portion of your costs are tax-deductible. To learn about the Ambassadors Foundation, 501(c)(3) non-profit organization, visit www.ambassadorsfoundation.org.



BOARD OF DIRECTORS HIGHLIGHTS OF JULY 2013 MINUTES

• **Committee Business:** The Board of Directors voted by secret ballot and approved the appointment of the following 2014 Officers: Chris Anderson, President-Elect; Angela Ordway, Vice President.

Upon recommendation of the REALTORS® Political Affairs Committee, the Board endorsed with support: Dan McAllister for San Diego County Treasurer; Bill Gore for San Diego County Sheriff; and Chris Cate for San Diego City Council District 6.

• **President's Report:** Linda Lee reported that she recently attended numerous SDAR committee meetings; NAR Leadership in Chicago, Real Estate Roundtable at The Daily Transcript, and a RIS Media interview.

• **President-Elect's Report:** Leslie Kilpatrick reported that she recently attended various caravans, the INMAN Conference, various SDAR events, and met with City Council President Todd Gloria and District Attorney Bonnie Dumanis.

• **Vice President's Report:** Chris Anderson reported that she attended various SDAR committee meetings, the INMAN Conference, and the Ramona Real Estate meeting.

• **Chief Executive Officer's Report:** Michael Mercurio reported on new SDAR marketing initiatives and the 2014 planning process, and noted that SDAR membership is up by 14%.



FROM THE DESK OF THE CEO

The growing number of home sales and the increase in home prices may be two of the most visible and newsworthy ways to judge the return of the housing market. Here at the Greater San Diego Association of REALTORS®, we have other evidence on which to base our certainty that real estate is on the rebound.

One of those is that our membership continues to grow. Whether it's former REALTORS® who stepped back from selling homes during the recession and are now stepping up again, or new professionals who see the opportunities and are earning their title of REALTOR® for the first time, SDAR's ranks are on the rise. To meet the demand, we are now holding two New Member Orientations each month, providing members with a strong foundation in the Code of Ethics and the MLS rules and regulations. And SDAR is the association of choice in San Diego - our members account for 65% of the transactions in the Sandicor MLS (over \$10 billion in sales inventory in 2012!).

We're also meeting the needs of our members who work in the farther reaches of the county, with satellite service centers in Coronado, El Cajon, Chula Vista, Rancho Bernardo, and now our Del Mar location has moved up the road to Solana Beach. We hope you'll stop in at the new site in the Lomas Santa Fe Plaza and check out the services, store products, and education classes being offered there.

As we head into fall, we have multiple real estate events upon us. One of the most exciting is the 5th Annual Real Estate Summit on September 13. We've pulled together a panel of experts, spanning various industries related to ours. We have an economist, an



MICHAEL T. MERCURIO

academic, a builder, a lender, and of course a REALTOR®; all of which each bring their own unique perspective on what's happening in the market. The event is guaranteed to spur some great ideas, great debates, and great forecasts for real estate in 2014. See the front page for more details and register online at SDARsummit.eventbrite.com.

Our Charity Golf Tournament is right around the corner on October 1, and we're headed to the exclusive Crosby at Rancho Santa Fe. We have five local charities this year that will benefit from this annual tournament. We encourage you to come out and play a few round to support this great cause for San Diego, or even if you don't golf, join us for the charity dinner and auctions in the evening. Register online at SDARgolf.eventbrite.com.

We hope to see you soon.

Michael Mercurio

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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®

Maya Al Khatib Haffar - KAM Financial Realty
Maximillian Armand - Maximillian Armand, Broker
Nathaniel Broughton - Nathaniel Broughton
Paul Cortez - Iron Gate Capital
Matthew Dinofia - La Jolla Development Group LLC
Brynda Gay - Brynda Gay, Broker
Mitchell Gerson - Westshore Real Estate Group
Jaimie Griffin - Equity House Financial
Christen Jensen - Jensen Properties
Lasha Kortava - Progressive Real Estate Group
Thomas Krug - Residential Funding Group, Inc.
Daniel Lennon - Harcourts Elite Residential
Martha Leyva Padilla - Martha Leyva Padilla
John Luttgens - Triftbach Realty Group
John McCann - John McCann Realty
Trung Nguyen - GoldenState R.E. & Loans

Ki Nyborg - Nyborg Real Estate
Sean Palacios - Sean David Palacios, Broker
Therese Watson - Therese Watson

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Stephanie Barba - Willis Allen Real Estate
Brenda Beltran - Pemberley Realty, Inc.
Jonathan Bishop - Kaza Realty
Joshua Bister - R.B. Haley, Inc.
Christine Bockman - Keller Williams Realty La Jolla
Paul Bonnett - California Options Real Estate
Adrian Brikho - Realty Executives All Area
Arik Burks - Mclab Realty
Erika Burton Lentz - RE/MAX Pacific
Tony Calafato - Frank Atrash Realty
Ting Cao - San Diego Sunrise Realty
Shawn Carezad - Keller Williams SD Cen. Coastal
Kristofor Carnegie - Prudential California Realty
Marina Casanova - Tomea, Inc.
Chiao-Wen Chang - Coldwell Banker Residential

Judy Chung - Sampson California Realty
Jessica Cleek - Keller Williams SD Metro
Vanessa Coffeen - Steven G Fraioli & Associates
Dustin Cole - Team Metro
Jordan Cole - Pacific Shore Platinum
Mary Colin - Coastal Pacific Real Estate
Diane Conaway - RE/MAX United
Daniel Cordello - Coldwell Banker Residential
David Cruz - American Green Realty
Pamela Curtis - Coldwell Banker Res. Brokerage
Alexander Danilov - Big Block Realty, Inc.
Thomas Davis - The West Group, Inc.
Maggi DeRosa - Ktesius, Inc.
Lynn DeSanti - Accounting & Tax Brokerage, Inc.
Janice Dias - Keller Williams Carmel Valley
Karen Domnitz - Century 21 Award
Hamilton Don Mello - Keller Williams SD Metro
Darla Dressler - RE/MAX Homes & Investments
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Wendy Ebster - Green Realty
Athanasia Economou - Century 21 1st Choice Realty
Peggy Elliot - Keller Williams Carmel Valley
William Fijolek - The Gultinan Group
Melissa Flynt - Distinctive Properties
Tracy Ford - Mission Realty Group

Alexandria Gascon - Jelley Real Estate
Jesse Givens - Jim Kelly Realty
Katherine Groark - Willis Allen Real Estate
Christopher Grohman - Realty Source, Inc.
Amber Haley - Affinity Hills Realty
Catherine Hardy - Pacific Sotheby's Int'l Realty
Patrick Harrison - RE/MAX Homes & Investments
Martha Higgs - Realty California
Raul Hogland - Turner Real Estate
Scott Horowitz - Merriman Real Estate
Adam Hutchinson - Brink Realty, Inc.
Clara Jaramillo - Top 7 Realty
Jason Jenkins - Trust Sale Realty
Robert Johnston - Keller Williams SD Metro
Cherilyn Jones - ZipRealty, Inc.
Timothy Judd - Coldwell Banker Res. Brokerage
Shelly Kaihatu - Russell A Rodriguez
Ivelina Kalcheva - Pacific Sotheby's Int'l Realty
Anne Klee - HomeSmart Realty West
Kazuhiko Kocho - Person Realty, Inc.
Anthony Kotsios - Wholesale Direct Real Estate
Stephen Lew - S. Lew & Associates
Christopher Mariano - One Mission Realty
Gwen McCance - Big Block Realty, Inc.
Tom McCormack - 3G Development, Inc.
Shanna McMaddin - Keller Williams Realty La Jolla
Yvonne Medina - eXp Realty
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Aaron Peay - Coastal Pacific Real Estate
Valerie Pekar - Willis Allen Real Estate
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Angela Yates - California Real Estate Direct
Nansi Yousif - Premier Realty & Investments

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Fred Schuster - Windermere Homes and Estates
Kevin Stern - Town Real Estate
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Gregor Watson - ADD Venture Group Inc
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REALTORS®

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Kevin DeCew - Brush R.E. & Financial Services
Raylene Deck - Brush R.E. & Financial Services
Isabel Diaz - Brush R.E. & Financial Services
Christopher Ector - Susan Freebourn, Broker
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Helen Speck - Brush R.E. & Financial Services
Laurelle Temple-Pico - Del Coronado Realty
Courtney Walters - Brush R.E. & Financial Services
Patricia Williams - Brush R.E. & Financial Services

Real Estate Perspectives

Opportunities in Today's Economic Climate

5TH ANNUAL REGIONAL REAL ESTATE SUMMIT

FRIDAY SEPTEMBER 13
2013
9:30 am - 2:00 pm

Sheraton Harbor Island
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To register visit:
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01 real estate
02 finance
03 building
04 education/research

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Leslie Appleton-Young
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Dan McAllister
Treasurer-Tax Collector,
San Diego County

Robert Young
Managing Director at
Citibank Corporate in New York

Russell T. Valone II
President / CEO of Market
Pointe Realty Advisors and
Board Member, San Diego
Building Industry Association

Michael Lea
Director, Corky McMillin
Center for Real Estate at
San Diego State University



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NMLSR ID 519190



Brian Fraser
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Josh Lander
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NMLSR ID 766437

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Doc Spaulding
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David Gaylord
Sr. Mortgage Consultant
949-939-6011
NMLSR ID 257383



J. Horacio Herrera
Sr. Mortgage Consultant
619-656-5800
NMLSR ID 347564



Daniel Healy
Sr. Mortgage Consultant
760-271-8243
NMLSR ID 340107



George Radlick
Sr. Mortgage Consultant
760-579-1998
NMLSR ID 681674



Joel Berman
Sr. Mortgage Consultant
619-279-2935
NMLSR ID 653795



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



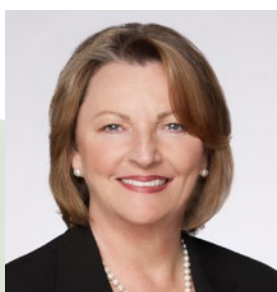
Edie MacGray
Sr. Mortgage Consultant
760-802-0142
NMLSR ID 301415



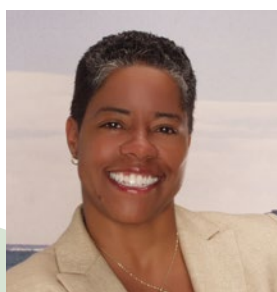
Mark Joplin
Sr. Mortgage Consultant
619-368-1294
NMLSR ID 653792



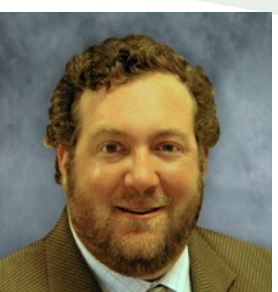
Jenna Tolman
Mortgage Consultant
949-702-0532
NMLSR ID 999566



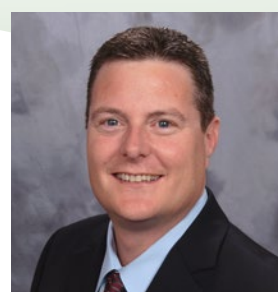
Dreama Brown
Sr. Mortgage Consultant
619-890-3037
NMLSR ID 512330



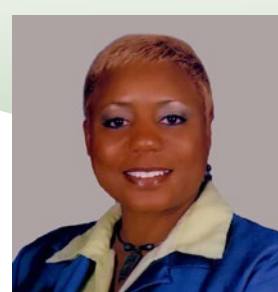
Cathy Sabater
Sr. Mortgage Consultant
619-846-2675
NMLSR ID 373470



Andrew Sheftel
Sr. Mortgage Consultant
619-523-4309
NMLSR ID 453464



Charlie Burkett
Sr. Mortgage Consultant
858-254-5774
NMLSR ID 240342



Teyon A. Johnson
Sr. Mortgage Consultant
619-408-3433
NMLSR ID 874149



SDAR ELECTION GUIDE

Greater San Diego Association of REALTORS® Annual Election of Directors

CANDIDATE GUIDE

The following are the candidates for a two-year term on the SDAR Board of Directors beginning in 2014. Ten will be elected. (See page 1 for information about the election, which runs from August 26 to September 5, or visit www.sdar.com/Election.) Note: Candidate names are listed in order as determined by a drawing conducted by the SDAR Election Chair and in accordance with the procedures defined in SDAR's Administrative Election Procedures.

CANDIDATES FOR DIRECTOR

**ROB McNELIS**

Rob McNelis, Broker – Residential Direct Lender
www.RobMcNelis.com

As a past real estate association President, longtime State Director, currently seated City Councilman with over 20 years of experience in both real estate sales and lending, I think I bring a great deal of perspective to our association on many topics that we endeavor to pursue and protect.

**KEVIN BURKE**

Broker, ABR, e-PRO, JD
Burke Real Estate Consultants – Real Estate Professional
www.KevinMBurke.com

I offer to CONTINUE to serve YOU as I have done for my 36 years in the real estate profession! Past President of another Association. Risk Management Committees at SDAR/C.A.R.! Professor in 3 Colleges and Sandicor Speaker for SDAR! Be HEARD! I want to be YOUR voice at SDAR!

**REBECCA POLLACK-RUDE**

GRI, ABR, SFR
San Diego Realty Gals – Residential Real Estate
www.SDRealtyGals.com

Honesty, Support & Teamwork is key in this industry. As a Director, I will help my fellow REALTORS® in this ever-changing market. Currently Vice Chair of HOC and serving on various SDAR committees, it would be an honor and a privilege to further assist my fellow REALTORS® as Director.

**NIKOLE CARTER-CURTIS**

ABR, SFR
Willis Allen Real Estate – Residential Real Estate

I am running for the office of Director because I want to assist in continuing to move our Association forward. I would like to be part of the problem-solving team addressing our needs as REALTORS® and the needs of the communities we serve.

**CORY SHEPARD**

Coldwell Banker West – Residential, Short Sales, Management
As your director, I will continue to assist leadership in bringing cost effective tools, programs, and training to our members that will benefit their business and careers. My goal is to help the Association continue its growth in a manner most beneficial to our members. I appreciate your continued support!

**VIRGINIA FIELD**

ABR, BPOR, CRB, GRI, CHS, SFR, SRES
Trident Realty Group – Residential Real Estate
www.GinniField.com

In 28 years in real estate, I have served on two state Boards of Directors, the CRB Board of Directors, and NAR's Board of Directors and am currently serving on the Professional Development Committee for NAR. I believe staying involved is the best way to stay relevant and aware.

**ROBERT KEVANE**

Broker, CPA
The Kevane Company, Inc. – Commercial, Residential, Land
Proven & Experienced Leadership - I have served as your 2011 President, three-term Treasurer, 13-year Board Member and NAR & C.A.R. Director. I am dedicated to the premise that our Association remains progressive, provides benefits to you at a low cost and stays fiscally strong to better serve you!

**VERNICE ROSS**

Broker, GRI, SFR, PMN, CHS
Ross & Ross Realty, Inc. – Residential Real Estate
www.VerniceRoss.listingbook.com

SDAR... Membership Your Way! Would you like tools & resources that enhance your professionalism, highlight your education, increase your business & bottom line profits, streamline your transaction process, make you paperless, make you tech savvy, provide risk management and keep you informed on legislative issues? Let's do it Your Way!

**MARY MITCHELL**

CRS, SRES, CIPS, e-PRO
Mitchell & Associates – Residential Real Estate
www.MaryMitchell.com

I would like to be an active member of the Board of Directors to be involved in the decisions affecting our market, myself as a REALTOR®, our community and you... the agent in the trenches. Our market continues to be a challenge and we need to stay ahead of the curve.

**GERRI-LYNN FIVES**

Broker-Associate, ABR, CIPS, CRS, GRI, RSPS, TRC
Willis Allen Real Estate – Residential, Resort, Waterfront
www.CoronadoBeach.com

As a second-term Director at SDAR, I would continue to represent the REALTOR® members and their wants and needs, and not my own personal agenda. I would continue to "play well" with my fellow board members and strive for continuing to make SDAR the best REALTOR® Association in California.

**FIONA THESEIRA**

ABR, CRS, PMN, SFR
Keller Williams Realty, SD Central Coastal – Residential Real Estate
www.SDDreamHome.com

Professionalism, Education and Increasing Your Bottom Line with Knowledge and Insights into Risk Management is the future as a member of SDAR. Consider me your link to SDAR and the benefits it brings to your business success! It will be an honor to represent you on the SDAR Board.

**STEVE FRAIOLI**

ABR, CRI, SRES, CNE
Steven G. Fraioli & Associates – Residential Real Estate
www.MyRealtorSteve.com

I appreciate the opportunity to serve you on the board of directors in 2014. I'm an independent broker working to keep our association a source for guidance and education. I have volunteered on the BOD, Grievance and Professional Standards Executive Committees. To continue to serve I ask for your vote.

**MICHELLE HELLERUD**

Broker, Owner, ABR, SFR, GRI
San Diego Realty Gals – Residential Real Estate
www.SDRealtyGals.com

As a Director, I will focus on member education, professional standards and legislative issues that impact our industry. I currently serve on 3 SDAR committees: Housing Opportunities, Government Affairs and the REALTOR® PAC. I am passionate about REALTOR® issues and want to represent you! I would really appreciate your vote.

**BRIAN WESTRE**

CRS, SRES, e-PRO, CDPE
Coldwell Banker Residential – Branch Manager
www.BrianWestre.com

I believe in giving back by volunteering in my industry. Was on the Board from 2009-2012 as a Director. SDAR REALTOR® of the Year for 2011. C.A.R. Director since 2010. Current Committees: Vice Chair of Budget and Assets; Pro Standards. Past President of PREP. I would appreciate your support.

WWW.SDAR.COM/ELECTION

IDENTIFY A HOUSE'S ARCHITECTURAL STYLE WITH EASE – PART 2

By Regina P. Brown

Last month, we showed how American architectural styles reflect our vibrant cultures, vast geographic areas, and time-forgotten eras in part 1 of “Architectural Styles.” Now let’s look at 12 more popular styles that you may encounter while showing or listing beautiful San Diego homes.

(Part 1, published in the July edition, reflected on these styles: Bungalow, Cape Cod, Colonial, Craftsman, Danish Provincial, Federal, Four Square, French Country, Georgian, Gothic, Italiante, and Log Cabin.)

Architectural Styles of American Homes

1. Mediterranean. This popular California style is a combination of Spanish, Italian, and Greek influences, but with modern updates. It is a single or tiered-story design with a shallow sloping roof, arched windows and doorways, red tile roof, and an optional round tower room. Its wide, asymmetrical design is flanked by palm trees, tropical plants and Mediterranean low-maintenance landscape. Inside, expect to find earthy natural materials, such as clay tiles, terracotta, and rustic wooden beams. This style is recently very popular in California, Nevada, and Florida. Tuscan style is a variation.

2. Mid-Century Modern. This style is identified by its clean lines, large airy spaces, and wide-open floor plans. Based on Scandinavian style designs, it has complete walls made of glass which create a “disappearing” wall effect to bring the outdoors inside and to allow light flooding in. The entire building appears to be comprised of bold squares and geometric shapes. Its asymmetrical exterior design and minimalist features are a sharp contrast to natural surroundings. Colors are often simply black and white, with smoked gray windows and perhaps some unexpected punches of bright color. Think: Swanky Hollywood houses that look like museums. Also known as Art Deco or Moderne.

3. Mission. Developed from Spanish settlers, this is the classic Spanish style adapted to California’s unique climate with its arched windows, doors, and doorways, red clay tile roof, minimal eaves with wood rafters peeking out, white stucco walls, 3 round pegs in the wall above the windows, and an optional square tower for church bell. Interior court yards are common, as

are tile floors, open-beam ceilings, and black wrought iron work. This asymmetrical style was popular from 1890 to 1940 in the southwest, particularly Southern California, and it’s unique to the southwest region. Think: the historic California Missions.

4. Plantation. This boxy rectangle shaped two-story house has a wide wrap-around front porch with tall white pillars and formal, stately designs. The gable roof has a medium pitch, and the balcony may wrap around the home as well. Long, tall French doors and windows bring light into this timeless, classic style. The symmetrical design is similar to Federal or Greek style. Also known as Southern Plantation from the antebellum south, this house design was popular in the South during the 1800s. Think “Gone with the Wind” era.

5. Prairie. Identify this humble, earthy style architecture popularized by Frank Lloyd Wright with its single story, low roof line, broad eave overhang, and blocks of casement windows. This style takes advantage of natural light, often using stained glass patterns on the windows. The front door features glass in the top portion and a key characteristic is its asymmetrical design, which makes the straight horizontal lines stand out. The interior is functional rather than fancy, boasting open spaces and very few doors in this utilitarian floor plan. Colors reflect browns, tans, and earth tones.

6. Pueblo. This home, built with adobe mud, was inspired by Pueblo/ Native American mud homes in the desert. It’s characterized by a flat roof, stucco/mud-look exterior walls with rounded edges, thick round roof beams, and a parapet wall (which peaks above the roof line). The arched doorway entrance (portico) is a nod to the Spanish and Mission styles, and this 1-story house blends in with its desert surroundings. This southwest style was popular in New Mexico and Arizona, particularly from 1912 to 1940. Also known as Santa Fe or Adobe.

7. Ranch. This popular architectural style in California is a single-level house with low, long roof lines, stucco exterior, composition shingle roof, and an attached garage. Inside, the home has a simplistic floor plan, large wide casement windows, sliding glass doors to the backyard, wall-

to-wall carpet, and vinyl flooring in the kitchen and bathroom. Its plain design is decorated with white, brown, or light pastel colors. Home builders began mass-producing ranch-style tract homes in the 1960s. Today, it is still the most popular style of house in California and ideally suited for rural country living.

8. Saltbox. This wood-frame style can be identified by its rectangle shaped house, two rooms deep and two stories high. It can be recognized by its long lop-sided roof, flat front and chimney centrally placed. With symmetrical sides and noted for its elongated roof that slopes down the back, this classic eastern style is the basis for many other architectural styles, including Cape Cod, Federal, Georgian, and Plantation. It was most popular from 1800 to the 1920s.

9. Spanish. With designs very similar to the Mission style, this single-story home has an open court yard, stucco exterior, red clay tile roof, black wrought-iron detailing on windows and doors, blank white walls, and curved arches. The front door is a massive wooden oak door with hard-carved detailing, iron grille, and nail heads. Other exterior colors include off-white, pastel shades of pink, salmon, orange, or yellow. Inside, interior colors reflect a brightly colored heritage of sage green, teal blue, and sunset yellow, orange, and reds. It’s similar to the Mission style and Early California style. Also known as Spanish Colonial or Spanish Revival.

10. Swiss Chalet. Based on Danish design, this stylish home is typically found in mountainous regions and forests, often used as a vacation home in resort destinations such as Lake Tahoe and Yosemite. It may be built on a hill side among trees. Its characteristics include 2½ stories of a rectangular shape with a low pitched roof and decorative brackets under wide eaves. The exterior may be a combination of wood, stucco, brick, or stone. It has a high pointed roof and the exterior wood is arranged in a traditional decorative Scandinavian-style pattern. An exterior staircase leads up to the 2nd story living areas upstairs.

Colorful, blooming flowers are

planted under the windows and in window boxes. And don’t be surprised to find a Swiss flag hanging in the front!

11. Tudor. Based on the English Cottage design, this one-story house has high, pointed roof lines that contain several peaks, ornate wood millwork, diamond-pattern window panes, asymmetric design, and an attic with a dormer. Unique features include half-timbering with brickwork, tall windows, high fireplace/chimneys, and thatched roofs. This rustic, simple style was popular from 1910 to 1940. Compare to French Country style.

12. Victorian. These classic stylish homes are filled with charm and character; each one is a unique, hand-built house with no standard door or window sizes. Highlights include tall elevations, intricate details, and superb craftsmanship such as the wood scalloped shingles or narrow horizontal slats. The design is asymmetric, usually two to three story, with a small lot “footprint.” Key characteristics are: high, peaked roof, wide front porch, long tall windows, steep staircases, contrasting pastel tones, and hand-carved “gingerbread” motif. Interior features include ceiling medallions, chair rails, crown molding, and plaster walls. Designs can range from the humble, plain, 1 story to the extravagantly detailed 3-story with a tower. Victorian sub-styles include: Queen Ann, Richardsonian, Folk, and Stick Style. Think: the “Painted Ladies” downtown San Francisco.

Have you recognized how many different home styles are in your neighborhood? Learn to identify house architecture in your farm area when you drive around. Not sure of the style? Snap a photo and verify it online to see if you identified the house correctly. Now that you can identify 24 popular architectural styles, you’re the home expert pro. Speak intelligently when advising your sellers and buyers, and you’ll quickly become the sought-after neighborhood REALTOR® resource.

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



JULY STATISTICS DETACHED HOMES

Current Year - 2013							Previous Year - 2012						
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*			SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	18	140	73	82	\$447,500	\$448,250	14	106	80	80	\$427,500	\$390,000
91902	Bonita	9	115	27	62	\$515,000	\$510,000	13	112	59	95	\$499,900	\$432,500
91905	Boulevard	1	11	92	85	\$100,000	\$139,900	0	7	0	256	\$0	\$110,000
91906	Campo	2	33	48	118	\$296,000	\$142,000	8	50	55	76	\$140,000	\$128,250
91910	Chula Vista	29	269	71	74	\$390,000	\$365,000	42	265	77	81	\$337,250	\$318,000
91911	Chula Vista	36	241	43	63	\$337,500	\$336,000	32	266	79	85	\$290,000	\$273,000
91913	Chula Vista	43	272	37	84	\$455,000	\$419,000	34	298	84	100	\$400,000	\$374,426
91914	Chula Vista	19	136	70	79	\$655,000	\$535,000	27	154	108	106	\$498,000	\$465,000
91915	Chula Vista	28	210	50	75	\$486,000	\$417,500	35	275	141	124	\$358,000	\$357,000
91916	Descanso	0	17	0	99	\$0	\$230,000	0	15	0	67	\$0	\$227,815
91917	Dulzura	1	5	122	140	\$310,000	\$310,000	0	2	0	126	\$0	\$196,000
91931	Guatay	0	1	0	13	\$0	\$171,000	0	1	0	140	\$0	\$120,000
91932	Imperial Beach	12	65	104	67	\$341,000	\$328,000	4	66	234	118	\$322,500	\$290,000
91934	Jacumba	0	5	0	100	\$0	\$58,000	1	8	108	62	\$76,460	\$78,180
91935	Jamul	6	42	83	84	\$617,500	\$480,000	7	57	70	109	\$470,000	\$380,000
91941	La Mesa	39	231	35	50	\$500,000	\$483,000	35	225	80	77	\$458,900	\$405,000
91942	La Mesa	16	194	33	43	\$447,222	\$390,000	25	163	81	78	\$330,000	\$327,500
91945	Lemon Grove	31	162	31	64	\$335,500	\$288,500	21	145	60	73	\$240,000	\$248,000
91948	Mount Laguna	0	1	0	118	\$0	\$140,000	1	4	402	237	\$118,000	\$156,000
91950	National City	20	146	65	74	\$310,000	\$255,000	20	144	71	81	\$236,000	\$210,500
91962	Pine Valley	4	17	100	112	\$345,000	\$320,000	1	10	86	83	\$270,000	\$232,950
91963	Potrero	3	6	113	104	\$209,000	\$204,500	1	3	16	51	\$193,000	\$193,000
91977	Spring Valley	36	329	55	59	\$353,000	\$310,000	46	310	100	76	\$270,000	\$259,500
91978	Spring Valley	5	40	21	70	\$375,000	\$373,500	10	40	51	63	\$307,500	\$316,500
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	2	36	93	87	\$544,500	\$567,000	4	30	92	115	\$561,500	\$559,500
92004	Borrego Springs	3	46	141	107	\$123,000	\$181,250	3	41	154	109	\$120,000	\$124,800
92007	Cardiff By The Sea	7	48	36	71	\$1,155,000	\$1,014,500	3	39	98	68	\$605,000	\$815,000
92008	Carlsbad	16	122	28	45	\$719,500	\$663,600	16	126	121	81	\$526,000	\$548,750
92009	Carlsbad	69	380	31	42	\$760,000	\$767,000	39	316	60	75	\$722,500	\$698,500
92010	Carlsbad	8	84	8	37	\$657,450	\$561,000	13	68	72	73	\$539,900	\$513,750
92011	Carlsbad	34	162	27	39	\$774,500	\$774,253	25	167	68	87	\$700,000	\$702,500
92014	Del Mar	15	106	62	62	\$1,500,000	\$1,462,500	13	97	75	118	\$935,000	\$1,300,000
92019	El Cajon	46	223	33	66	\$417,500	\$417,000	23	192	72	86	\$421,000	\$377,450
92020	El Cajon	35	232	37	50	\$400,000	\$385,000	33	200	60	70	\$315,000	\$315,000
92021	El Cajon	34	284	50	61	\$400,000	\$350,000	42	266	79	93	\$305,000	\$288,700
92024	Encinitas	40	279	29	42	\$902,750	\$842,509	40	253	79	75	\$867,500	\$820,000
92025	Escondido	25	217	40	52	\$420,000	\$421,000	30	187	95	91	\$357,000	\$325,000
92026	Escondido	54	343	42	65	\$422,450	\$393,000	39	323	72	90	\$320,000	\$315,000
92027	Escondido	50	306	44	58	\$365,500	\$350,000	52	361	73	90	\$300,000	\$265,000
92028	Fallbrook	65	439	70	77	\$465,000	\$415,000	48	346	97	96	\$347,500	\$326,000
92029	Escondido	24	149	31	50	\$610,000	\$586,000	23	131	81	91	\$550,000	\$535,000
92036	Julian	8	41	107	142	\$171,000	\$201,000	8	44	117	154	\$204,550	\$216,500
92037	La Jolla	23	207	35	64	\$1,700,000	\$1,550,000	28	197	117	101	\$1,065,000	\$1,345,500
92040	Lakeside	38	236	33	65	\$375,000	\$355,000	20	167	115	78	\$324,000	\$307,000
92054	Oceanside	21	147	44	65	\$560,000	\$420,000	19	150	90	96	\$367,630	\$345,250
92056	Oceanside	58	297	47	46	\$417,500	\$399,000	46	292	82	90	\$349,000	\$330,000
92057	Oceanside	53	374	32	57	\$390,000	\$389,495	59	354	84	92	\$352,000	\$335,000
92058	Oceanside	19	86	37	49	\$455,000	\$358,500	13	94	64	94	\$310,000	\$284,000
92059	Paia	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92060	Palomar Mountain	2	5	124	83	\$198,500	\$122,000	1	4	14	117	\$67,000	\$147,450
92061	Pauma Valley	6	16	136	123	\$562,500	\$447,000	5	15	173	316	\$330,000	\$330,000

Current Year - 2013							Previous Year - 2012						
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	61	339	42	50	\$645,000	\$605,000	48	294	63	78	\$500,000	\$482,500
92065	Ramona	46	301	45	70	\$408,500	\$365,000	43	259	95	102	\$325,000	\$314,900
92066	Ranchita	0	1	0	474	\$0	\$159,800	0	3	0	85	\$0	\$135,000
92067	Rancho Santa Fe	20	142	153	119	\$2,153,750	\$2,137,500	12	115	95	156	\$2,042,500	\$2,170,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	42	231	32	47	\$468,750	\$427,000	27	239	86	85	\$355,000	\$339,000
92070	Santa Ysabel	0	2	0	36	\$0	\$363,500	0	6	0	67	\$0	\$289,500
92071	Santee	45	279	36	41	\$388,000	\$365,000	41	248	51	70	\$339,000	\$315,000
92075	Solana Beach	12	65	48	72	\$1,085,000	\$1,080,000	8	51	139	100	\$1,196,250	\$955,000
92078	San Marcos	37	290	23	46	\$580,000	\$560,000	45	293	80	82	\$499,600	\$468,000
92081	Vista	27	160	31	49	\$450,000	\$415,000	21	162	78	86	\$362,500	\$340,000
92082	Valley Center	19	143	79	69	\$510,000	\$460,000	23	121	98	101	\$370,000	\$370,000
92083	Vista	34	160	37	53	\$359,500	\$348,250	15	128	71	86	\$285,000	\$262,250
92084	Vista	23	211	30	59	\$403,000	\$405,000	40	235	86	84	\$317,500	\$319,000
92086	Warner Springs	3	7	31	111	\$190,000	\$163,400	0	3	0	143	\$0	\$175,000
92091	Rancho Santa Fe	3	26	106	83	\$2,595,000	\$2,358,019	1	17	77	116	\$1,110,000	\$2,150,000
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	0	1	0	23	\$0	\$600,000	3	4	48	90	\$600,000	\$502,500
92102	San Diego	15	112	22	61	\$445,000	\$299,500	21	119	52	75	\$312,000	\$230,000
92103	Mission Hills	16	120	54	45	\$960,000	\$776,250	16	88	57	73	\$607,500	\$632,500
92104	North Park	20	170	14	34	\$537,500	\$530,000	28	145	37	54	\$459,500	\$427,500
92105	East San Diego	21	155	51	61	\$295,000	\$265,000	17	138	74	92	\$205,000	\$210,000
92106	Point Loma	19	137	37	45	\$995,000	\$825,000	23	113	49	64	\$722,000	\$680,000
92107	Ocean Beach	20	93	31	42	\$740,000	\$750,000	15	93	47	63	\$780,000	\$660,000
92108	Mission Valley	0	5	0	46	\$0	\$502,000	0	6	0	83	\$0	\$427,450
92109	Pacific Beach	16	118	23	50	\$847,500	\$785,000	19	87	96	96	\$785,000	\$730,000
92110	Old Town SD	9	57	40	39	\$605,000	\$580,000	8	70	39	64	\$528,000	\$524,000
92111	Linda Vista	18	118	24	40	\$480,000	\$450,000	19	141	167	69	\$370,000	\$364,444
92113	Logan Heights	8	82	94	71	\$238,000	\$237,500	14	89	71	75	\$185,500	\$185,000
92114	Encanto	49	349	38	64	\$325,000	\$285,000	46	396	166	89	\$240,000	\$225,000
92115	College Grove	47	281	25	43	\$485,000	\$399,000	35	246	44	80	\$380,000	\$335,000
92116	Normal Heights	28	124	33	43	\$544,000	\$494,000	12	105	38	51	\$702,500	\$448,000
92117	Clairemont Mesa	40	242	29	31	\$472,500	\$469,000	30	228	88	71	\$437,950	\$398,450
92118	Coronado	10	85	79	83	\$1,834,625	\$1,460,000	9	84	165	96	\$1,250,000	\$1,333,500
92119	San Carlos	35	161	33	46	\$485,000	\$455,000	30	136	62	50	\$400,000	\$400,000
92120	Del Cerro	20	170	17	42	\$529,500	\$490,000	25	167	36	60	\$421,000	\$420,000
92121	Sorrento	4	22	10	21	\$806,500	\$782,500	2	12	21	29	\$662,500	\$663,500
92122	University City	14	89	11	31	\$735,500	\$695,000	9	69	31	39	\$640,000	\$634,000
92123	Serra Mesa	14	113	13	34	\$452,400	\$432,000	20	101	69	66	\$377,500	\$379,000
92124	Tierrasanta	12	82	25	36	\$602,500	\$573,000	10	74	66	73	\$482,000	\$502,500
92126	Mira Mesa	35	235	28	50	\$439,000	\$425,000	33	271	73	81	\$365,000	\$350,000
92127	Rancho Bernardo	76	344	44	51	\$868,500	\$807,000	53	318	67	99	\$715,900	\$685,000
92128	Rancho Bernardo	54	359	29	35	\$606,000	\$568,000	50	306	72	74	\$477,500	\$483,000
92129	Rancho Penasquitos	47	250	28	39	\$640,000	\$615,000	37	239	37	72	\$590,000	\$531,000
92130	Carmel Valley	39	329	37	38	\$1,065,000	\$998,000	51	284	58	73	\$919,500	\$877,000
92131	Scripps Miramar	36	190	34	38	\$772,500	\$737,000	34	202	48	60	\$685,500	\$667,500
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	16	124	91	82	\$306,000	\$295,000	9	131	78	87	\$270,000	\$250,000
92145	Miramor	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	26	249	54	83	\$375,000	\$325,000	35	263	75	97	\$285,000	\$272,000
92173	San Ysidro	4	36	25	48	\$371,750	\$315,000	3	32	73	65	\$280,000	\$248,000
GROUP TOTAL COUNTS:		2253	14912					2062	14117				

JULY STATISTICS ATTACHED HOMES

Current Year - 2013								Previous Year - 2012							
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*				SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	2	9	196	110	\$133,500	\$163,000	1	18	6	73	\$119,500	\$106,500		
91902	Bonita	6	24	113	82	\$110,000	\$245,500	3	14	68	61	\$145,000	\$147,550		
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	19	102	117	95	\$230,000	\$225,000	6	88	112	87	\$180,750	\$172,950		
91911	Chula Vista	8	66	94	71	\$202,500	\$175,000	8	83	102	95	\$130,200	\$140,000		
91913	Chula Vista	21	138	114	111	\$227,000	\$210,000	25	164	142	120	\$175,000	\$185,250		
91914	Chula Vista	4	43	41	75	\$269,000	\$250,000	6	39	153	128	\$221,500	\$223,000		
91915	Chula Vista	13	115	69	90	\$300,000	\$260,700	15	99	172	124	\$234,000	\$220,000		
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	7	34	117	110	\$235,000	\$242,000	7	44	64	95	\$205,000	\$170,950		
91934	Jacumba	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91935	Jamul	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91941	La Mesa	3	18	15	50	\$176,000	\$175,500	4	22	95	81	\$157,250	\$147,500		
91942	La Mesa	11	86	84	75	\$290,000	\$219,000	17	97	78	85	\$200,000	\$165,000		
91945	Lemon Grove	3	9	110	132	\$97,000	\$112,000	2	9	60	88	\$113,556	\$112,000		
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91950	National City	2	26	29	77	\$262,500	\$156,500	5	30	166	131	\$195,000	\$105,075		
91962	Pine Valley	0	0	0	0	\$0	\$0	0	1	0	13	\$0	\$18,000		
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91977	Spring Valley	13	72	18	82	\$171,000	\$141,500	7	62	121	108	\$100,000	\$115,000		
91978	Spring Valley	2	17	11	67	\$202,500	\$180,000	1	13	18	94	\$169,900	\$145,000		
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92003	Bonsall	1	12	0	74	\$125,000	\$161,327	1	12	7	87	\$175,000	\$155,000		
92004	Borrego Springs	1	17	124	118	\$74,500	\$118,000	1	13	51	119	\$78,750	\$78,750		
92007	Cardiff By The Sea	6	28	37	48	\$505,000	\$439,500	5	35	136	86	\$517,000	\$399,000		
92008	Carlsbad	11	66	21	51	\$479,000	\$423,500	11	61	79	111	\$340,000	\$355,000		
92009	Carlsbad	35	198	32	57	\$352,000	\$347,000	17	161	103	99	\$265,000	\$275,000		
92010	Carlsbad	17	60	32	52	\$350,000	\$340,000	10	58	130	121	\$296,500	\$299,450		
92011	Carlsbad	13	73	19	36	\$425,000	\$472,359	10	52	53	69	\$505,000	\$386,250		
92014	Del Mar	10	43	23	56	\$844,000	\$640,000	2	33	74	98	\$415,000	\$435,000		
92019	El Cajon	11	95	49	62	\$235,000	\$210,000	18	80	52	89	\$133,750	\$166,500		
92020	El Cajon	8	65	83	102	\$152,750	\$135,000	10	76	59	109	\$117,500	\$111,000		
92021	El Cajon	12	63	37	64	\$157,000	\$130,500	6	78	32	84	\$124,750	\$111,056		
92024	Encinitas	21	113	25	37	\$440,000	\$475,000	15	116	88	104	\$315,000	\$325,000		
92025	Escondido	5	39	109	67	\$180,000	\$171,000	3	40	83	84	\$140,000	\$132,500		
92026	Escondido	13	63	45	50	\$251,000	\$200,000	5	58	94	131	\$194,900	\$155,000		
92027	Escondido	6	39	55	81	\$220,000	\$130,500	5	43	61	83	\$107,500	\$112,000		
92028	Fallbrook	1	14	121	89	\$300,000	\$162,500	3	13	144	88	\$192,000	\$125,000		
92029	Escondido	1	7	7	52	\$215,000	\$245,000	1	4	97	104	\$245,000	\$199,950		
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92037	La Jolla	37	260	53	62	\$559,000	\$584,500	26	170	87	109	\$433,500	\$471,000		
92040	Lakeside	5	35	18	33	\$143,000	\$120,000	4	42	116	84	\$95,000	\$88,551		
92054	Oceanside	9	93	108	111	\$430,000	\$390,000	12	77	102	103	\$307,500	\$292,000		
92056	Oceanside	18	165	36	46	\$223,000	\$225,000	33	190	85	74	\$179,000	\$191,000		
92057	Oceanside	25	146	33	55	\$180,000	\$180,000	17	146	26	90	\$165,000	\$143,950		
92058	Oceanside	8	44	28	45	\$227,000	\$195,000	7	49	104	109	\$152,000	\$152,500		
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	1	5	31	123	\$298,000	\$298,000	0	4	0	39	\$0	\$274,500		

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
92064	Poway	5	50	19	69	\$387,000	\$320,000	2	28	243	73	\$244,750	\$258,500		
92065	Ramona	2	29	9	106	\$157,950	\$129,000	1	10	161	152	\$178,000	\$175,500		
92066	Ranchita	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92067	Rancho Santa Fe	0	1	0	136	\$0	\$900,000	1	4	36	121	\$1,025,000	\$797,500		
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92069	San Marcos	6	43	22	63	\$291,500	\$235,000	6	43	38	110	\$137,400	\$155,000		
92070	Santa Ysabel	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92071	Santee	25	143	40	54	\$249,000	\$226,000	20	139	98	100	\$166,200	\$170,000		
92075	Solana Beach	10	96	37	57	\$705,000	\$607,500	13	80	71	108	\$585,000	\$542,500		
92078	San Marcos	22	179	21	53	\$339,495	\$313,859	24	176	61	76	\$293,754	\$260,500		
92081	Vista	11	32	79	51	\$205,000	\$236,000	4	26	60	76	\$240,000	\$182,500		
92082	Valley Center	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92083	Vista	3	36	6	56	\$229,500	\$205,500	2	38	38	68	\$178,200	\$147,000		
92084	Vista	2	16	16	38	\$172,750	\$185,750	6	27	101	108	\$265,400	\$172,500		
92086	Warner Springs	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92091	Rancho Santa Fe	2	12	62	47	\$743,750	\$554,500	1	8	92	110	\$529,000	\$600,000		
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92101	San Diego Downtown	80	555	51	56	\$493,500	\$444,900	66	481	66	88	\$377,500	\$375,000		
92102	San Diego	10	45	76	92	\$163,000	\$140,000	8	37	130	98	\$170,800	\$155,600		
92103	Mission Hills	24	171	31	42	\$405,000	\$407,000	27	166	68	81	\$335,000	\$319,750		
92104	North Park	20	127	21	45	\$273,750	\$257,000	11	118	59	88	\$219,000	\$174,000		
92105	East San Diego	7	72	65	66	\$166,000	\$122,500	9	64	68	73	\$100,692	\$95,125		
92106	Point Loma	3	27	19	51	\$445,000	\$430,000	2	24	37	86	\$770,000	\$326,000		
92107	Ocean Beach	9	50	30	22	\$405,100	\$400,000	7	44	93	90	\$289,000	\$285,000		
92108	Mission Valley	32	209	35	43	\$321,000	\$250,000	34	203	74	93	\$195,000	\$178,000		
92109	Pacific Beach	26	191	50	63	\$410,000	\$430,000	30	162	133	112	\$351,750	\$329,250		
92110	Old Town SD	17	109	43	36	\$282,000	\$272,000	9	97	121	99	\$238,000	\$221,000		
92111	Linda Vista	22	109	44	59	\$302,500	\$300,000	15	109	98	80	\$235,000	\$250,000		
92113	Logan Heights	3	20	111	91	\$140,000	\$134,400	3	18	254	187	\$105,000	\$159,000		
92114	Encanto	2	15	92	126	\$153,000	\$195,000	1	8	5	197	\$205,000	\$169,500		
92115	College Grove	24	112	47	73	\$197,250	\$153,500	10	112	85	82	\$89,950	\$119,790		
92116	Normal Heights	14	91	37	53	\$265,500	\$238,500	9	81	152	105	\$186,000	\$165,000		
92117	Clairemont Mesa	19	82	57	68	\$226,500	\$252,500	11	67	105	93	\$186,000	\$190,000		
92118	Coronado	20	85	85	103	\$977,500	\$915,000	4	68	68	145	\$685,000	\$879,000		
92119	San Carlos	8	54	26	52	\$209,950	\$210,000	5	40	137	83	\$200,000	\$159,950		
92120	Del Cerro	7	63	107	95	\$239,000	\$185,000	6	62	183	88	\$128,500	\$139,000		
92121	Sorrento	3	17	12	51	\$440,000	\$370,000	3	17	28	50	\$420,000	\$349,500		
92122	University City	45	193	57	66	\$330,000	\$318,000	27	162	74	95	\$305,000	\$239,450		
92123	Serra Mesa	11	52	31	51	\$240,000	\$255,000	10	61	54	93	\$239,750	\$258,000		
92124	Tierrasanta	6	63	25	43	\$362,500	\$337,000	11	47	83	81	\$252,000	\$255,000		
92126	Mira Mesa	16	129	17	60	\$275,500	\$242,000	24	158	95	94	\$187,500	\$186,250		
92127	Rancho Bernardo	27	168	46	56	\$389,000	\$330,000	14	148	77	99	\$321,495	\$246,500		
92128	Rancho Bernardo	55	275	27	39	\$335,000	\$302,000	36	257	93	178	\$220,500	\$223,500		
92129	Rancho Penasquitos	18	94	31	67	\$336,000	\$254,500	11	90	125	108	\$175,000	\$205,000		
92130	Carmel Valley	37	202	51	48	\$500,000	\$430,000	30	175	54	61	\$462,500	\$385,000		
92131	Scripps Miramar	20	108	13	40	\$381,000	\$370,000	17	112	85	82	\$290,000	\$279,450		
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92139	Paradise Hills	12	98	89	94	\$197,500	\$175,250	11	93	69	89	\$193,500	\$149,000		
92145	Miramor	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92154	Otay Mesa	13	79	76	87	\$200,000	\$190,000	8	56	106	111	\$136,725	\$145,000		
92173	San Ysidro	1	16	7	138	\$140,000	\$119,500	3	31	71	133	\$103,000	\$103,000		
GROUP TOTAL COUNTS:		1088	6820					881	6341						



COMPARATIVE SALES - EXISTING HOMES - JULY 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 July 2013	\$407,363,907	60.565	10.376	\$1,387,002,812	33.776	2.748
2 Average Sales Price July 2013	\$374,415	30.016	1.753	\$615,625	22.435	-2.177
3 Median* Sales Price July 2013	\$320,000	36.170	6.310	\$485,000	22.780	0.830
4 Sold Listings July 2013	1,088	23.496	8.475	2,253	9.263	5.035
5 Average Days on Market July 2013	48	-45.455	0.000	42	-46.835	-12.500
6 Total Sales Volume July 2012	\$253,706,867			\$1,036,810,503		
7 Average Sales Price July 2012	\$287,976			\$502,818		
8 Median* Sales Price July 2012	\$234,990			\$395,000		
9 Sold Listings July 2012	881			2,062		
10 Average Days on Market July 2012	88			79		

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
11 Total Sales Volume YTD 2013	\$2,363,855,059	35.337		\$8,571,887,992	24.693	
12 Average Sales Price YTD 2013	\$346,606	25.832		\$574,832	18.045	
13 Median* Sales Price YTD 2013	\$288,000	32.710	N/A	\$447,000	20.810	N/A
14 Sold Listings YTD 2013	6,820	7.554		14,912	5.632	
15 Average Days on Market YTD 2013	62	-36.735		57	-32.941	
16 Total Sales Volume YTD 2012	\$1,746,641,656			\$6,874,410,584		
17 Average Sales Price YTD 2012	\$275,452			\$486,960		
18 Median* Sales Price YTD 2012	\$217,000			\$370,000		
19 Sold Listings YTD 2012	6,341			14,117		
20 Average Days on Market YTD 2012	98			85		

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CRASD PADRES GAME NIGHT A HOMERUN!

The Commercial Real Estate Alliance of San Diego (CRASD) hit a homerun with its 2013 Padres Game Night last month. The all-star event at Petco Park's exclusive Skyline Patio gave our members a VIP view of the game and an "all-you-can-eat" spread of all their favorite ball park snacks. The sold out networking event brought together the top Commercial REALTORS® and CRASD affiliates to cheer on the San Diego Padres.

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ARE PROP 13 TAX PROTECTIONS ABOUT TO ROLL AWAY?

By Jim Taylor

The year 1978 was monumental for real estate in California. Voters overwhelmingly approved Proposition 13, which reduced property taxes by about 57%, leading to the boom in California real estate. Prior to Prop 13, many people couldn't afford their property taxes, causing them to lose their homes and businesses. Prop 13 gave property owners two things: The benefit of reasonable maximum property tax, and the absolute certainty of what their tax bill would reflect.

Next year also could be a monumental year, as Sacramento considers removing Prop 13 protections for commercial real estate. The California Teachers Association (CTA) argues that when voters passed Prop 13, they gave commercial real estate owners a tax loophole in which they don't pay their fair share because of low turnover. Under Prop 13 properties are only reassessed for taxes when the property transfers. The CTA argues that Prop 13 protections on commercial real estate should be removed to properly fund our education system.

In 2009 the CTA, arguably the most

powerful labor union in Sacramento, paid over a million dollars to collect signatures so a "split roll" could be placed on the ballot. A "split in the rolls," as proposed by the CTA, would eliminate Prop 13 protections for commercial real estate. As proposed, commercial real estate would be reassessed every three years with a potentially higher tax rate. Luckily, in 2009 Governor Schwarzenegger pressured the CTA to remove the proposition from the ballot so as not to compete with his own tax initiatives.

Fast-forward to 2013, times have changed and so has California's political climate. The voters have delivered a supermajority of Democrats, who are under immense pressure from the CTA and other labor unions. Under the supermajority, a statewide proposition can be added to the ballot by a vote of the legislature. The million-dollar barrier and the energy of collecting thousands of voter signatures for the CTA to put a "split roll tax" on the ballot is gone.

The Commercial Real Estate Alliance of San Diego (CRASD) recently met with Sen. Joel Anderson and leaders of



The Commercial Real Estate Alliance of San Diego (CRASD) meet recently to discuss the future of Prop 13.

the real estate community to discuss the future of Prop 13. CRASD learned the legislature has an appetite for a "split roll tax," in light of the California Assembly taking up two bills (AB 188 and AB 59). These two bills directly address taxing commercial real estate differently than residential, as well as setting new triggers for property reassessment. While residential isn't on the chopping block now, a taste for revenue will make them next in line. After our meeting with Sen. Anderson we knew now is the time to act while there is still a window to organize and stand strong for Prop 13.

CRASD is taking action with the Lincoln Club by hosting a "Protect Prop 13 Breakfast" on Wednesday, September 4, to build a coalition and

educating our industry on the threat to Prop 13. Featured speakers are Sacramento's lead defender of Prop 13 Jon Coupal and Michelle Steel, Vice Chair of the Board of Equalization, the highest ranking elected official defending Prop 13. Also, Roger Hedgecock, a nationally syndicated radio host, will emcee. We can't afford not to act!

Act now and join the coalition of REALTORS® and businesses that rely on Prop 13 protections. Your bottom line depends on it. Reserve your ticket today by calling (858) 715-8005 or www.CRASDProp13.Eventbrite.com

Jim Taylor is President of the Commercial Real Estate Alliance of San Diego (CRASD).



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D&S Termite & Pest Control is a local, family owned and operated company and has been serving all of beautiful San Diego County since 1968. We do all of our own work, so that no sub-contractors are ever involved, assuring you the highest quality workmanship for the best possible price.

D&S Termite & Pest Control has catered to the real estate market since 1968 and has been one of the leaders in the industry. There is never a delay in getting the termite report to you; in fact, they are generally always emailed to you the very next business day.

What we refer to as a "termite inspection" is actually a Wood Destroying Pests and Organisms Inspection Report. This inspection is done by a licensed Structural Pest Control Inspector who looks for anything that is infested, infected or damaged, as well as items that may lead to damage or infestation. This includes termites,

carpenter ants, wood boring beetles, fungus, dry rot and anything else that can cause damage to wood. Once the inspection is complete, the inspector will write up a report with a diagram of your property showing the areas of infestation along with the findings and recommendations.

Termite Inspection Reports are usually broken into two sections:

- Section 1: Refers to all items that are currently infested or infected
- Section 2: Refers to conditions that are likely to lead to an infestation or infection, such as cellulose debris, faulty grade or earth to wood contact.

Mold is not a wood destroying organism, and therefore outside the scope of a termite inspection.

There is no "normal" when it comes to termite work. You will want to refer to the Purchase Agreement/WDO Addendum to see what the contract states. However, many financial insti-

tutions may require that both the inspection and recommendations be completed prior to close of escrow. Some lenders may only require that Section 1 be completed, while others, such as FHA and VA may require that Section 1 and Section 2 be completed.

A structural pest control company is accountable to both buyer and seller, regardless of who pays for the inspection or work. Therefore it is important to use a company with a good track record that will still be around after the work is done. Some companies use subcontractors to do the work. Be very careful! Know the mechanics lien laws.

Since 2010 the EPA requires that contractors who conduct home improvement activities in housing built prior to 1978 be certified in accordance with the EPA Renovation, Repair, and Painting (RRP) rule. If using handymen to do repairs, be sure that they are certified renovators, since failure to do so

can result in a fine of \$37,500 per day.

In addition to termite inspections, we also specialize in bedbug and rodent inspections and eradication, as well as general pest control. So, whether you are in need of termite inspections for your clients or pest control service for your own home, D&S is the one to call.

We believe that one satisfied customer leads to ten more, and we do everything possible to ensure that you recommend us to your clients, friends and family. From termite inspections to rodent eradication, when you want the BEST... it's D&S for all your pests!

D&S Termite & Pest Control can be reached at (619) 462-5577, or visit www.d-and-s-termite.com.

ENERGY EFFICIENCY

WILL YOUR HOME ENERGY BILL RISE IN SEPTEMBER?



Beginning in September 2013, about a quarter of SDG&E's residential customers will see an increase in their home energy bills. Here's some information about who is affected, the increase, and how to reduce your energy use and save money.

Who will be Affected: About 25 percent of our customers – those in Tiers 3 and 4 – will see their rates increase. SDG&E's rates are divided into four "tiers" (or cost levels) based on usage. Generally speaking, a typical SDG&E residential customer uses

about 500 kilowatt-hours per month. If you use less electricity, you're probably a Tier 1 or Tier 2 customer, and you won't see a bill impact. The more you use, the greater the bill impact because the cost-per-kilowatt-hour is much higher in Tiers 3 and 4.

Rate Information: About half of what you pay is for electricity itself. It's a simple pass through – what we pay for power is what you pay. Most of the remaining half is for delivery of energy – the power lines and other infrastructure that gets energy to your home and business safely and reliably. A small piece of rates is the costs of low-income programs, energy-efficiency and the California Solar Initiative. An even smaller sliver – "other" in the graph – includes things like the Nuclear Decommissioning Costs.

Energy Costs: Energy costs are going up now due to environmental costs and enhancements to the electric system. Also the recent General Rate Case decision on the CPUC was delayed, so rates need to be adjusted for that as well.

Environmental Costs: Clean energy has many benefits, but it is also currently more expensive. We're meeting stricter environmental laws to reduce GHG emissions, and our environmental footprint. Today, more than 20 percent of energy delivered

is from green resources. By 2020, 33 percent of energy will be from renewable resources.

Electrical System Enhancements:

Investments in technology and infrastructure to help make our electrical system more reliable, safer and more secure.

- Smart switches to re-route power automatically after an outage.
- Support for growing electric vehicle demand.
- 144 weather stations to monitor winds in high fire risk areas.
- Technology and backup power to manage intermittent solar and wind energy.

Residential Customer Monthly Summer Bill Impact: How much will this affect your bill? Use the map and tables at <http://www.sdge.com/residential/2013-rates> to find your climate zone and an estimate of how the increases will impact your bill. The information is for a gas and electric home, on the standard residential rate. CARE customers are not affected. The new rates will go into effect on Sept. 1, 2013.

To speak to someone about more ways to save energy, contact SDG&E's Customer Service at 1-800-411-7343 or go online to <http://www.sdge.com/customer-service>.





NEXT GENERATION OF ENTREPRENEURSHIP PANEL ON AUG. 29

Take advantage of this opportunity to learn their secrets to success and gain valuable tips on building your own enterprise. SDAR's Young Professionals Network presents a panel of successful young entrepreneurs from multiple industries throughout San Diego.

The event is Thursday, August 29, from 4:00 to 6:00 p.m. at the SDAR

Kearny Mesa Service Center, 4845 Ronson Court, San Diego, CA 92111. Cost to attend for SDAR members is \$10, and students attend for free. (Non-SDAR members pay \$20.)

Register at ypnnextgen.eventbrite.com or call (858) 715-8000.

Panelists include:

- James Brennan, Co-Founder - 3/73

Management & Enlightened Hospitality Group.

- Matt Greene, President/Founder - 6 Degrees
- Tom Del Monte, President/CTO - Interra Energy
- Kacee Johnson, Executive Vice President - Cloud9 Real Time

- Chris Placencia, Founder - Jason Paul Marketing

SDAR's Young Professionals Network assists career-minded young real estate professionals stay abreast of the latest industry tools, resources, and technology, as well as focuses on networking, standards, education, and mentoring opportunities.



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SDAR Education Schedule

Classes subject to change or cancellation.

Check www.sdar.com for current information.
R-Plus = REALTOR®Plus price
RMS = Risk Management Specialist price

LEGEND: KEARNY MESA SOUTH COUNTY EAST COUNTY SOLANA BEACH CORONADO

AUG	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
22	Buyer/Seller or Landlord/Tenant	9:00 am – 4:00 pm	\$85	\$80	\$100	\$110	6 CP	Lynn Dover, Esq.
22	Due Diligence Certified Designation (DDC) - Day 1	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$45	NA	Leonard P. Baron
23	Tools to Reduce Legal Risk & C.A.R. Forms Update	12:00 pm – 1:30 pm	\$10	Free	\$10	\$20	NA	Dave Gillingham and Kevin Burke, JD
26-30	Certified International Property Expert (CIPS)	8:00 am – 5:00 pm	\$595	\$595	\$595	\$595	NA	David E. Wyant
28	Google Apps Training	9:00 am – 11:00 am	Free	\$10	\$10	\$20	NA	Randy Jones
29	Due Diligence Certified Designation (DDC) - Day 2	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$45	NA	Leonard P. Baron
30	Homeowners Assns in the Real Estate Transaction	9:00 am – 11:30 am	Free	Free	\$15	\$20	NA	Rick Salpietra, Esq, and Raylene Brundage
SEP	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
4 & 5	Get Acquainted with Other Contracts	9:00 am – 3:00 pm	\$150	\$159.80	\$188	\$206	10 CP	Kent Sharp, Esq.
6	Negotiations	9:00 am – 1:00 pm	\$42	\$47.50	\$56	\$69	NA	Jacqueline Oliver, Esq.
10	Google Apps Training	9:00 am – 11:00 am	Free	\$10	\$10	\$20	NA	Kevin Burke, JD
10	Paperless Transaction Workflow	12:00 pm – 2:00 pm	\$21.25	\$25	\$25	\$35	NA	Randy Jones
12 & 13	Pricing a Property and the Rules of Marketing	THUR: 9:00 am – 1:00 pm FRI: 1:00 pm – 4:00 pm	\$89.25	\$89	\$105	\$131	7 CP	Jacqueline Oliver, Esq.
12	Point2 Listing Syndication	9:00 am – 10:00 am	Free	Free	Free	Free	NA	Point2 Trainer
12	DocuSign Electronic Signatures (Beginner & Advanced)	11:00 am – 3:00 pm	\$21.25	\$25	\$25	\$35	NA	Randy Jones
16, 18, 20, 23, and 25	Fall Extravaganza - Mandatory Courses (Earn 45 DRE Credits in 5 Days or Take Classes Individually)	8:00 am – 6:00 pm	\$183.60	\$216	\$216	\$297	45	Various Instructors
17	Brokers: Stay Compliant & Improve Workflow	9:00 am – 11:00 am	Free	\$10	\$10	\$20	NA	Randy Jones
18	How to Start & Operate a Brokerage	9:00 am – 12:00 pm	\$24.65	\$29	\$29	\$39	NA	Johnathan Schneeweiss
19	Converting Leads to Appointments	9:00 am – 12:30 pm	\$24.65	\$29	\$29	\$40	NA	Bryan M. Yarbor
19	Tempo/Fusion Tips & Updates	9:30 am – 11:30 am	Free	Free	Free	Free	NA	Sandicor Trainer
25-27	Conquering Contracts	WED: 8:30 am – 3:30 pm THUR: 8:30 am – 5:00 pm FRI: 8:30 am – 1:30 pm	\$254.15	\$75 (Audit)	\$299	\$399	19 CP	Michael Spilger, Esq.

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



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SEPTEMBER 2013 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 SDAR Service Centers Closed Labor Day	3 Real Estate Exchangers 8:30 am – 11:00 am (Kearny Mesa)	4 Get Acquainted with Other Contracts Beyond the RPA (Day 1) 9:00 am – 3:00 pm (Kearny Mesa)	5 Get Acquainted with Other Contracts Beyond the RPA (Day 2) 9:00 am – 3:00 pm (Kearny Mesa)	6 Negotiations 9:00 am – 1:00 pm (Kearny Mesa)	7
8	9 New Member Orientation 8:30 am – 3:30 pm (Kearny Mesa) Military Relocation Specialists 9:00 am – 5:00 pm (DM/Sol. Beach)	10 Real Estate Exchangers 8:30 am – 11:00 am (Kearny Mesa) Google Apps Training 9:00 am – 11:00 am (East County) Free MLS Tempo Training 9:15 am – 4:30 pm (Kearny Mesa) Paperless Transaction Workflow 12:00 pm – 2:00 pm (Kearny Mesa)	11	12 Pricing a Property and the Rules of Marketing (Day 1) 9:00 am – 1:00 pm (Kearny Mesa) Point2 Listing Syndication 9:00 pm – 10:00 am (Kearny Mesa) DocuSign® Electronic Signatures 11:00 am – 3:00 pm (Kearny Mesa)	13 <div>Member Appreciation Day and Annual Meeting 9:30 am – 12:00 pm Regional Real Estate Summit 12:00 pm – 2:00 pm Sheraton Hotel & Marina 1380 Harbor Island Drive</div> Pricing a Property and the Rules of Marketing (Day 2) 1:00 pm – 4:00 pm (Kearny Mesa)	14 One-Day Prep Course 8:30 am – 3:30 pm (Kearny Mesa)
15	16 Fall Extravaganza (Day 1) 8:00 am – 6:00 pm (Kearny Mesa)	17 Real Estate Exchangers 8:30 am – 11:00 am (Kearny Mesa) Free MLS Fusion Training 9:15 am – 4:30 pm (Kearny Mesa) Google for Brokers Only 12:00 pm – 2:00 pm (East County)	18 Fall Extravaganza (Day 2) 8:00 am – 6:00 pm (Kearny Mesa) Start and Operate a Brokerage 9:00 am – 12:00 pm (East County)	19 Converting Leads to Appointments 9:00 am – 12:30 pm (East County) Tempo/Fusion Tips & Updates 9:30 am – 11:30 am (D.M./Sol. Beach)	20 Fall Extravaganza (Day 3) 8:00 am – 6:00 pm (Kearny Mesa) Broker Circle (Del Mar/Solana Beach) 9:00 am – 10:30 am	21
22 Coronado Pet Parade & Chili Cook-Off 11:30 am – 3:00 pm (Promenade Park)	23 Fall Extravaganza (Day 4) 8:00 am – 6:00 pm (Kearny Mesa)	24 New Member Orientation 8:30 am – 3:30 pm (Kearny Mesa) Real Estate Exchangers 8:30 am – 11:00 am (Kearny Mesa)	25 Fall Extravaganza (Day 5) 8:00 am – 6:00 pm (Kearny Mesa) Conquering Contracts (Day 1) 8:30 am – 3:30 pm (Kearny Mesa)	26 Conquering Contracts (Day 2) 8:30 am – 5:00 pm (Kearny Mesa) zipForm® 6 Hands-On Lab 9:00 am – 12:30 pm (East County) Tech Suite 10:00 am – 12:00 pm (Kearny Mesa)	27 Conquering Contracts (Day 3) 8:30 am – 1:30 pm (Kearny Mesa)	28
29	30 Cert. Negotiation Expert (Day 1) 8:30 am – 5:00 pm (Kearny Mesa)	Oct 1 Cert. Negotiation Expert (Day 2) 8:30 am – 5:00 pm (Kearny Mesa)				

COMMITTEE MEETINGS	
3	Bylaws 3:00 pm – 5:00 pm
6	Nominating/Election 9:00 am – 11:30 am
9	Housing Opportunities 10:00 am – 12:00 pm
10	Young Professionals Network 9:00 am – 10:30 am
11	Grievance 9:00 am – 11:00 am
11	Commercial Alliance (CRASD) 9:00 am – 10:30 am
11	Risk Management 12:00 pm – 2:00 pm
13	Executive/Board of Directors (at Sheraton Hotel & Marina) 8:00 am – 10:00 am
17	CREA Board of Directors (at Coronado Service Center) 3:00 pm – 5:00 pm
18	Professional Standards Exec. 10:00 am – 12:00 pm
19	Global Real Estate Council 1:00 pm – 2:30 pm
24	Membership & Education 1:30 pm – 3:30 pm
26	Business Dev. & Technology 1:30 pm – 3:30 pm
27	Government Affairs 9:00 am – 10:30 am
27	REALTOR® Political Affairs 11:00 am – 1:30 pm

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