



4845 Ronson Court • San Diego, CA 92111-1803

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The San Diego REALTOR®

THE TRUSTED VOICE OF SAN DIEGO REAL ESTATE

What's Happening at SDAR • August 2011



SDAR ELECTION GUIDE FOR 2012 LEADERSHIP

Candidate Guide starts on Page 5

Cast your vote for 2012 SDAR Leadership and Bylaw Amendments beginning Monday, August 22, at 8:00 a.m. through Thursday, September 1 at 5:00 p.m.

Eligible SDAR REALTOR® members will receive an e-ballot with voting instructions from Internet Crusade. Please visit www.sdar.com for more election 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 orientation by July 11, 2011 in order to be eligible to vote in this election. Candidate

names are listed in the order of a drawing conducted by the SDAR Nominating/Election Chair and in accordance with procedures defined in SDAR's Administrative Election Procedures.

The election results will be posted at SDAR's main office and on www.sdar.com on September 6. The results will be announced at the Annual Meeting and Member Appreciation Day on September 9 at the Handlery Hotel in Mission Valley.

Turn to the inside pages for a complete candidate guide. To see important Bylaw Amendments updating Article XI, "Directors and Officers," visit the online election guide at www.sdar.com.

Member Appreciation Day Set for Sept. 9 at Handlery Hotel

SDAR members are cordially invited to the annual Member Appreciation Day and Annual Meeting, which this year will be a morning event at the Handlery Hotel in Mission Valley, 950 Hotel Circle North.

Arrive at 10:00 a.m. for great food, fun giveaways, and the opportunity to socialize and network. Bring your colleagues or your entire

office. The Annual Meeting will start at 11:30 a.m. and include the announcement of the results of the Election of Leadership.

SDAR looks forward to have the chance to thank you for choosing us to be your association. More details are available at www.sdar.com or by calling (858) 715-8000.

SDAR Opens New Service Center in Del Mar

The San Diego Association of REALTORS® celebrates the launch of the new Del Mar Service Center in the Flower Hill Promenade in Del Mar, just east of Interstate 5 on Via De La Valle. This new center will allow us to service a large portion of our membership that works and/or resides in the North County area.

The center will provide complete membership services and house a REALTOR® store. In addition, it will boast a classroom area so members have more geographically desirable options when it comes to education and pro-

fessional development.

On September 15, SDAR will be hosting a "grand opening" to showcase the new facility and all it will have to offer. The event begins at 11:00 a.m. and includes lunch, a ribbon cutting, and other festivities. We hope you will join us to celebrate this milestone for the betterment of our membership and San Diego's real estate industry.

Visit the new Del Mar Service Center at 2690 Via De La Valle, Suite D130, or call (858) 509-3672 to learn more. Hours are Monday, 9:00 a.m. - 5:00 p.m.; Tuesday-Friday, 8:00 a.m. - 5:00 p.m.

PERIODICAL

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

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3rd Annual Real Estate Summit Wednesday, August 24

Town and Country Resort, Mission Valley

SDAR is pleased to present the 3rd Annual Regional Real Estate Summit

Join your colleagues for this gathering and receive valuable information to help you navigate your business in today's market.

Respected industry experts will put the state and regional real estate economy in focus, and give you insight into trends for the near future.

TIME: 9:00 am - 10:30 am
(Registration & Networking)

10:30 am - 12:00 pm
(Program)

COST: \$29 for SDAR Members
\$39 for Non-Members

**PRICE INCLUDES
CONTINENTAL
BREAKFAST**

SPEAKERS

Norm Miller

Director, Real Estate Academic Programs, Burnham-Moores Center for Real Estate, USD

Cynthia A. Kroll

Senior Regional Economist, Fisher Center for Real Estate and Urban Economics, Univ. of California, Berkeley

To register or for more information visit
www.sdar.com



The 3rd Annual Regional Real Estate Summit takes place on August 24 at the Town and Country Resort in Mission Valley. The event is expected to sell out so don't miss a valuable opportunity to receive information to help

PRESIDENT'S PERSPECTIVE

you navigate your business in today's market. I also urge Broker and Office Managers to consider purchasing a table of ten. For less than \$200, it's an affordable team-building, learning, and networking opportunity. Respected industry experts will put the state and regional real estate economy in focus, and give you insight into trends for the near future. Distinguished speakers include Norm Miller, Director of Real Estate Academic Programs with USD's Burnham-Moores Center for Real Estate and Cynthia Kroll, Sr. Regional

Economist with the University of CA, Berkley's Fisher Center for Real Estate and Urban Economics. Attendance is expected to exceed 1,000 real estate professionals so don't be left out – register at www.sdar.com to secure your spot.

Key statistics from July housing data indicate that sales for detached properties decreased 2.1 percent and attached properties decreased 5 percent since June. While year-over-year total sold listings in July increased 6.3 percent for detached properties, they

decreased slightly for attached properties. The median home sales price in July decreased negligibly for detached and decreased 6.3 percent for attached properties (compared to June). Turn to the center pages for a full breakdown of the July statistics.

I'll be checking in with you next month to keep you informed about the latest news from your association.

Sincerely,

Bob Kevane

The power to evict *and* collect

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Fair Housing

Educational Programs & Resources

- Let us apply our legal expertise and streamlined process to evict your unwanted tenants... fast
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East County - 220 West Main Street - El Cajon, CA 92020 - P: (619) 590-2499 - F: (619) 590-1470
Rancho Bernardo - 16383 Bernardo Center Dr. - San Diego, CA 92128 - P: (858) 592-7171 - F: (858) 592-7179
South County - 884 Eastlake Parkway, Ste 1629 - Chula Vista, CA 91914 - P: (619) 656-9261 - F: (619) 656-9332

2011 Officers

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Cory Shepard - *Vice President*
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Golf Benefit Set for October 24

SDAR's annual Everyday Heroes Golf Tournament is just around the corner! Don't miss the event on Monday, October 24, at Riverwalk Golf Club in Mission Valley. Proceeds benefit the Ambassadors Foundation "Everyday Heroes" program which helps San Diego Police Officers become homeowners.

The cost is \$135. (After Sept. 26, the price is \$150). More details, registration forms, and sponsorship opportunities are available when you visit www.sdar.com, or call (858) 715-8000.



BOARD OF DIRECTORS HIGHLIGHTS OF JULY 2011 MINUTES

• **President's Report:** Bob Kevane reported that a commission of the City Council is studying the changing of district boundaries, with a report due in September. The SDAR Board will not take a position on the revised mapping at this time.

• **Chief Executive Officer's Report:** Mike Mercurio reported that the annual budget process is beginning and will be completed in August. He also noted that the benefits of the REALTOR® Plus+ program will be expanding.

• **Committee Business:** Upon recommendation of the Bylaws Committee, the Board of Directors unanimously adopted the proposed wording changes to Bylaws Article XI. Directors and Officers; and Article XIII, Committees, Task Forces, and Advisory Groups. (The amendments will be voted on in the upcoming SDAR Election.) Upon recommendation of the Risk Management Committee, the Board of Directors recommended that Sandicor determine a manner by which to separate fields in the MLS for properties contingent on the sale of the buyer's home from those contingent on the lender approval of a short sale.

FROM THE DESK OF THE CEO

Greetings from your San Diego Association of REALTORS®! I hope that you continue to look to SDAR for the resources and tools, education, and networking opportunities real estate professionals need to succeed in business. This month I'm delighted to announce the opening of our newest Service Center location in North County San Diego. The Del Mar Service Center is located at 2690 Via De La Valle, Suite D130, Del Mar, CA 92014. The Service Center is conveniently located in the Flower Hill Promenade shopping center will offer full member services and a REALTOR® Store for shopping convenience. In addition, members can take advantage of a classroom for education, professional development, and meetings. Come join us at the Del Mar

Service Center Grand Opening celebration on Thursday, September 15. Networking and lunch will start at 11:00 a.m. to be followed by a ribbon-cutting ceremony and festivities.

I hope to see you at SDAR's 2011 Real Estate Summit on Wednesday, August 24 at the Town and Country Resort. Be sure to register at www.sdar.com as this event is anticipated to sell out. Also, be sure to save the date for SDAR's Member Appreciation Day on Friday September, 9 at the Handlery Hotel and Resort located at 950 Hotel Circle North, San Diego, CA 92108. Arrive at 10:00 a.m. for breakfast and the opportunity to meet with other SDAR members and SDAR staff and volunteers. The Annual Meeting will start at 11:30 a.m. and include the announcement of Election of



MICHAEL T. MERCURIO

Leadership results.

As always, SDAR thanks you for your membership and appreciates the opportunity to be your partner in success.

Sincerely,

Michael Mercurio

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JULY REALTOR® APPLICANTS

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

Designated REALTORS®

Nina Alioto - Nina M. Alioto
Nasrollah Badii - Leiland Realty
Cole Borgerding - First Source Realty
Erik Borgeson - Fast Track Financial Services
Jake Brown - Jake Brown
David Chau - DC Realty
Paolo Ficarra - Paolo Ficarra Jr.
David Fu - Pacific Blue Realty
Klara Gallusz - Klara Gianna Gallusz
David Leonard - David W. Leonard
Steven Martini - Quality First Commercial Corp.
David Michan - Strata Equity Group, Inc.
Andrea Morgan - Andrea Morgan
Bradford Perry - PerryCRE
Richard Rechif - Richard Rechif
Morgan Scott - Morgan Alexander Scott
Frank Taffy - Frank Taffy
David Van Louks - David Van Louks
Robert Vollmer - Pacific Coast Realty
Jing Jing Zhao - Jing Jing Zhao, Broker

REALTORS®

Richard Adamson - RE/MAX Coastal Properties
Eva Alba Riley - McJab Realty
Marina Andreyeva - Coldwell Banker Residential
Debora Baptiste - Realty Executives Dillon
Natasha Bavin - Coldwell Banker Residential
Robin Beale Cameron - Prudential California Realty
Angel Belt - Coldwell Banker Country Realty
John Bremner - Allied Financial Network, Inc.
George Brewer - Coldwell Banker Residential
Trent Brookshier - Keller Williams Realty La Jolla
Lauren Browar - Prudential California Realty

Travis Chatwin - Rancho Buena Vista
Nathaniel Chavin - Coldwell Banker Res. Brokerage
Cal Crosby - Coldwell Banker ABR
Gustavo De La Fuente - Prudential California Realty
Megan Deglow - Ascent Real Estate, Inc.
Peter Delmonico - Downtown Properties
Christopher Dilling - i4uRealty
Christie Duguid - Coldwell Banker Residential
Jane Easterwood - Bell & Associates Realty Group
Steven Elton - Keller Williams Realty La Jolla
Pamela Fletcher - Century 21 Award
David Foggiano - Prudential California Realty
Celia Gomez - Axia Real Estate Group, Inc.
David Gonzalez - Ashlon Realty
Juan Gonzalez - Premier Realty Associates
Leslie Greathouse - Coldwell Banker Borrego
Zachary Greenberg - Real Estate EBroker, Inc.
Rigoberto Hernandez - Century 21 1st Choice Realty
Stephen Higuera - Coldwell Banker
April Cheree Hollis - Redfin Corporation
Darin Hunzeker - ERA Eagle Estates, Inc.
Russell Jack - The Canter Group
Jolie Jackson - Urban Real Estate Services
Norma Jackson - Betteker Realty Services
Elaine Jeremy - Sand & Sea Realty, Inc.
Kathy Jung - Keller Williams Realty
Erika Kamiyama - Abacus Properties, Inc.
Kim Kendrick - MBS Financial & Realty Service
David Kim - Century 21 1st Choice Realty
Felipe Lana - Willis Allen Real Estate
Steve Lareza - Keller Williams Realty
Peter Lavelle - Tantebury Ent DBA CalPalRealty
Ken Lee - Pacific Lee Realty
Melissa Lopez - Keller Williams Realty La Jolla
Donna Maestas - Strata Equity Group Inc.
Dianna Meza - Keller Williams Realty
Kacie Miller - RE/MAX Associates
Michael Moffett - Weichert, REALTORS® Elite
Matthew Morones - Rabay Realty
Elenita Mucho - Dynamic Properties Investments
Abigail Murray - Middleton & Associates

Victoria Nelson - Jeff Nelson Real Estate
Jon Palmieri - Park Life Real Estate
Manuel Paredes - Pacific Sotheby's Int'l Realty
Akiko Piercy - Pacific Shores Real Estate, Inc.
Jeffrey Railey - Middleton & Associates
Monique Ramirez - Americhoice Enterprises, Inc.
Claudia Ramos - Century 21 Award
Jose Ramos - McMillin Realty
Velma Rivera - Windermere Real Estate So Cal
Mary Roberge - Realty Executives
Matthew Robinson - Acre Investment Real Estate
Carlos Rodrigues - Intero Real Estate Services
Rosie Roque - Keller Williams SD Metro
Estelle Rosenberg - Real Estate Center
Sandra Rosenstein - Sampson California Realty
Keith Salkeld - Keller Williams Realty
Veronica Sheehy - Keller Williams Realty
James Slater - Century 21 Award
Hans Speidel - Prudential California Realty
Bekah Stone - Century 21 Award
Robert Sutherland - Eastgate Realty
Maureen Sweeney - ZipRealty, Inc.
George Triarhos - Premier Realty Associates
Taj Waggaman - Rancho Coastal Properties, Inc.

Secondary Members

Designated REALTORS®

Karine Aslanian - Paramount R.E. & Property Mgmt.
Thomas Beadel - Thomas James Capital
Claudia Guzman - Adore Realty
Richard Henderson - Great American R.E., Inc.
Dylan Rowley - Dylan Jerrold Rowley

REALTORS®

Taylor Carlson - Thomas James Capital
Ajiliya Kariem - Whissel Realty
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Annual Election

CANDIDATE FOR PRESIDENT-ELECT



Bruce Bourdon

Coldwell Banker Residential

Why do you seek this position?

Being a REALTOR® since 1988 and a continuous volunteer nearly all that time except during a brief recall to active duty following 9/11, I have experienced several market swings. My experience and passion to my industry has placed me at the right place at the right time to lead our association during a recovery from one of the most challenging and difficult real estate markets in San Diego history.

What skills and experience do you bring to this position?

As I move closer to the 25-year mark in my business, I realize two important things:

1. What matters most is the relationship-building we do every day.
2. How we treat others throughout our careers.

My 20-plus years of volunteerism at SDAR include REALTOR® Attorney Committee (chair), Grievance Committee (chair), Events Committee (chair), EVP Task Force Committee, Professional Standards Committee (chair), Budget & Finance, Information Technology Committee, Strategic Planning (several times), SANDICOR Board of Directors (SDAR representative), CAR Board of Directors (past 5 years), SDAR Board of Director (three times), and Vice President of SDAR (once). The breadth of my SDAR and CAR experience positions me well to serve and lead our association.

I have served in the United States Navy for 30 years operating in small specialized teams. Those who know me know I have integrity and will work tirelessly to build consensus to achieve the objective. My balance comes from my family, where I spend my off time coaching soccer and Little League, serving as Presidio Little League president the last two years, where we made remarkable improvements to facilities and programs. The future is our youth, and I encourage all around me to spend time with a child. The reward is priceless.

What do you see as the key issues and challenges in the industry?

Our near-term challenges will remain in zero equity properties, or short sales. Until lenders can better coordinate their efforts to work side by side with our

industry to assist homeowners in escaping their loan obligations, we will have all the difficulties and challenges that come with helping our clients who are overleveraged in this market.

Another very critical challenge is the control of our information by those outside our industry who want to manipulate and sell it back to us. Our approach to both issues will need to be addressed for the benefit of our members and clients.

Also, when many in our industry are experiencing setbacks and challenges they never could have envisioned four or five years ago, our leadership at the State and National levels are posturing to raise our membership fees. My commitment to you will be to make our voice heard regarding no new fees.

What effect has your SDAR membership had on your career, and what will you do to make SDAR more effective for members?

We are so lucky to live in San Diego and be part of one of the largest Association of REALTORS® in the nation. SDAR has given me the opportunity to meet other professional REALTORS® all over San Diego County, the state, and the country. Exchanging ideas, information, and client leads helps one grow and see beyond the obvious. SDAR has built a solid foundation through good leadership and the hard work of dedicated volunteers and staff. For example, the Risk Management department is by far one of the best in the country and well ahead of most with proactively creating forms that help us daily. Government Affairs has forged relationships with leaders at all levels of government. This is a true benefit when facing legislature that may pose difficulty to our members and clients.

If elected, I would be honored to carry the torch to the next level for a better and even stronger San Diego Association of REALTORS®. I would be humbled and honored to have your vote. Thank you.

CANDIDATE FOR PRESIDENT-ELECT



Linda Lee, CRS, GRI, e-PRO, PMN, CIPS, CPA, Broker
Prudential California Realty

Why do you seek this position?

Once elected, I will seek to enrich the value provided by SDAR to its members, by working to revamp the MLS, continue to provide cutting edge classes

for our members, training for members to utilize social media to attract new clients and in general deliver increased success for everyone.

I am passionate about the advancement of REALTOR® issues and professionalism. As an active volunteer at the local, state and national levels with numerous leadership appointments, I believe in continuing to give back to the profession and strive for excellence. Together we can make a difference in the quality of our communities and a positive impact on the reputation of our profession.

What skills and experience do you bring to this position?

I am an active REALTOR® and a broker associate with an in-depth knowledge of the challenges that real estate professionals face on a daily basis. The key to success in any market lies in the value we provide for our clients, so I have constantly worked to further my education and industry knowledge. As a recent graduate of the NAR Leadership Academy (one of 26 REALTORS® selected nationwide), I have comprehensive knowledge of how NAR operates, as well as the resources that it provides to its members. I believe that my experience serving REALTOR® organizations has prepared me to be a highly effective president of SDAR.

I am a CPA with a master's degree in Accounting; additionally I have earned the following designations: Certified Residential Specialist (CRS), Graduate REALTOR® Institute (GRI), e-PRO, Risk Management Specialist (RMS), Performance Management Network (PMN) and Certified International Property Specialist (CIPS).

- SDAR REALTOR® of the Year 2009
- NAR Golden R and President Circle 2009-11
- SDAR Treasurer 2010-11
- SDAR Chair, Bylaw & Budget and Asset committees, 201
- SDAR Executive Committee, 2008, 2010-11
- CAR Chair of CAR Education and Scholarship Foundations, 2011
- CAR Vice Chair, Real Estate Finance, 2009
- WNA Public Policy Coordinating and Conventional Finance and Lending Committees, 2010-11
- WCR California State District Vice President and Strategic Planning, 2011

2012 Appointments

- CAR Vice Chair Membership committee
- WCR National Budget and Finance committee

What do you see as the key issues and challenges in the industry?

Advocacy to protect our best interests is crucial - key issues such as the importance to protect the mortgage interest deduction, short sales challenges, future government sponsored enterprises (GSEs), concerns related to qualified residential mortgage (QRM), and difficulties in obtaining condominium approvals.

Additional focus will be on the future of MLS, risk management of our practices, enforcement of code of ethics and professional standards.

In addition, the reputation of our industry is an ongoing issue, and the

state of our economy will continue to make an impact on the way that we do business. As president, I will focus on improving our communication with California Association of REALTORS® and National Association of REALTORS® so our voices and concerns are heard.

What effect has your SDAR membership had on your career and what will you do to make SDAR more effective for members?

SDAR has provided many education and leadership opportunities for me. Classes and information that SDAR has provided has truly helped me to become a better REALTOR®. SDAR continues to stay in front of the trends and identifies ways to deliver more member benefits without raising your dues. In addition, as we do so many things for our clients, I would like to start a monthly get-together that focuses on work and life balance for our members. It aims to provide members with a chance to network and learn from experts in a variety of fields, from wealth building and financial management, to relationship assistance and family guidance. I will also work to strengthen our relationships with other REALTOR® organizations in our country. Once elected, I will encourage members to voice their concerns and work together for the benefit of our industry and communities. We shall focus on helping members to have a variety of tools to increase business and accumulate wealth. We are all working in this profession and community together! Together, we sell more real estate.

CANDIDATE FOR PRESIDENT-ELECT



Raylene Brundage, RMS, SFR
Prudential Dunn, REALTORS®

Why do you seek this position?

To represent our membership and the real estate industry professionally and to make a difference! Our organization of 10,000 members needs a President who has working knowledge in this current market, with real world experiences and political involvement to effectively deal with outside factors affecting our business.

I have had the privilege to serve our Association with many REALTORS® on numerous committees and task forces, as a committee member and leader. All of these varied positions of lead-

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Annual Election

page 5 ▼

ership, committees, and special task forces keep me abreast of the current challenges of our industry.

What skills and experience do you bring to this position?

- Vice President SDAR 2010
- Director SDAR 2009, 2008, 2007
- CAR Director 2011, 2010
- Strategic Planning 2010, 2009, 2008, 2007
- Budget and Finance Committee 2011, 2010
- Housing Opportunity Committee 2004-2011 (Chair 2010)
- Events Committee 2005-2009 (Chair 2009)
- Grievance Committee 2011, 2010, 2009
- Government Affairs Committee 2008-2011
- Risk Management Task Force 2010, SDAR Branding/Marketing 2009, Districts 2008, Diversity Task Force 2007
- Relocation Task Force 2010-2011, City of San Diego - Mayor Sander's Appointment
- RMS Designation 2007 - 2011
- SFR Designation 2011, 2010

Having entered our industry with an accomplished professional background in management, with large corporations including the airlines and the Union Tribune, I have the greatest respect and appreciation for the Real Estate

business. With the turbulent economic times, our industry has become a target for additional monetary resources for our government, i.e., mortgage interest deduction being threatened and the implementation of local business tax fees for individual real estate agents, etc.

My leadership philosophy translates to allowing the knowledge, experience and input of others to be used for the greater good of all. It also has been reflected in my willingness to speak out about issues that are significant to our members. My background in organizing and serving as a labor union president for a major corporation trained me to make myself available, listen to members needs and provide the solutions (education, information, resources) to represent and protect the best interests of our industry and membership. It also instilled in me the recognition for the need of a collective voice to be heard and not one of personal interests or gain. The betterment and success of our organization and industry will be my personal gain.

What do you see as the key issues and challenges in the industry?

Continued emphasis on risk management, education, government affairs and technology are all areas of critical importance to our profession and our

future. Current political issues demand that we actively involve ourselves and be heard as a powerful voice within our city, state, and country...especially with the current threats facing our industry, including; proposed restrictive home financing when needed for stabilizing homeownership, losing mortgage interest deductions, the short sale/REO process, and the lack of many HOAs' cooperation with our transactions...something I am currently working on for the benefit of all REALTORS®.

We have witnessed and experienced the devastation of the credibility of our industry by greed and unethical practices. The education and enforcement of our Code of Ethics will differentiate us from those who are not REALTORS®. Continuing to educate and holding our members to our established standard is imperative to maintain our professional standard and restore our value and credibility in our community.

What effect has your SDAR membership had on your career and what will you do to make SDAR more effective for members?

SDAR has provided me the resources to reach the level of professionalism I sought in becoming a REALTOR®. There are so many changes affecting our business. The forum SDAR creates to share information and provide education has been invaluable.

My commitment is to represent our membership and real estate industry professionally. I will effectively lead our elected Board and Committee members to hone the skills and resources of our organization to: Improve our image with education and enforcement of ethical practice, promote our value as professionals, pursue the members' demand for an MLS that serves our needs, and to build our political strength as an organization to preserve our rights and ideals.

CANDIDATE FOR VICE PRESIDENT



Leslie Kilpatrick, Broker-Associate
Willis Allen Real Estate

Why do you seek this position?

I have been a REALTOR® member of this organization since 1979. During that time I have served as a productive and responsible volunteer for many varied community, youth and industry organizations in the neighborhoods I have had the privilege to live, work and raise my family. When I make commitments, I

keep them and strive to maintain focus on problem solving, doing the right thing and thoughtful consideration of others. Our association and our very livelihoods face enormous challenges. I have an experienced yet progressive outlook along with a business style that is inclusive and optimistic. I like to say "It takes more than luck..." to succeed, to lead, to flourish. While that is most certainly true, I have always had the kind of good luck that comes when intense preparation meets a recognized opportunity.

What skills and experience do you bring to this position?

For twenty five years I was a working full time REALTOR® representing buyers and sellers of residential, office and multi-family investment properties in San Diego. Since 2005 I have simultaneously managed two very different offices for Willis Allen Real Estate. The markets we serve are quite unique as are the personalities and styles of the REALTORS® I work for. I mentor, train, support, advise, learn from and care for a dynamic group of REALTORS®. I have an excellent understanding of the challenges we are facing together. My volunteer service to SDAR is recent, broad based and committed:

- 2009 SDAR Office Manager of the Year
- 2010/2011 SDAR Director
- SDAR Grievance Committee 2008 - 2010
- SDAR Grievance Committee Chair 2010
- SDAR Budget and Finance Committee Vice Chair 2011
- Sandicor Rules Committee 2010-2011
- SDAR Professional Standards Committee 2011
- SDAR Legal Task Force 2011
- SDAR MLS Task Force 2010-2011

What do you see as the key issues and challenges in the industry?

Everything is changing. The consumer has changed. Technology evolves not just on a daily basis but literally in minutes. The business climate is different. We need to be thinking and planning strategically. There is so much information flowing that the key to maintaining relevance will be our knowledge. SDAR must be a dynamic forward-thinking source of that knowledge for our members and in turn they need to be that reliable source for the buyers and sellers of real estate in San Diego.

What effect has your SDAR membership had on your career, and what will you do to make SDAR more effective for members?

My involvement at SDAR has given me the privilege of working with dedicated REALTORS® who have taught me to respect and understand business models, perspectives and markets other than my own. We are problem solvers, entrepreneurs and optimists. We are the backbone of volunteer community and youth organizations. I am proud to be a career REALTOR®. I have done my homework, am prepared and would be honored to represent you as San Diego Association of REALTORS® Vice President in 2012.

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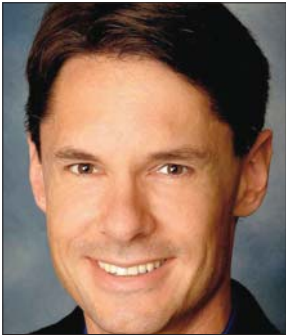
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CANDIDATE FOR VICE PRESIDENT



Bryan Hoffman, Broker
Shore Management, Inc.

Why do you seek this position?

As an active volunteer in the Association for many years, a number of fellow volunteers have asked me to seek the office of Vice President. I appreciate that past Presidents, current Officers, and Directors have recommended that I pursue this office. I have learned a great deal from serving the members at the Association over the years. I take this opportunity seriously and look forward to the challenges this position holds.

What skills and experiences do you bring to this position?

The role of an officer requires a great deal of diverse experience. My background as the Accounting Controller for several corporations provided for management of personnel in various capacities and responsibilities, and having owned two small companies in the past and one currently, adds a greater scope of understanding as to what is required to run an operation such as SDAR. Within SDAR, I have twice served as Director, formerly a Director for C.A.R., have served on committees such as Budget and Finance, Investment Management Trustees, Real Estate Trustees, Bylaws, Government Affairs, been involved with several Strategic Planning groups, and participated on numerous task forces. My Chair and Vice-Chair experience has been valuable in learning more about the depth of the Association. Good communication and being able to work well with others is fundamental to our industry and the same holds true within the Association. My leadership and management experience gives greater opportunity for communication between the REALTORS® in the field, the staff that operate SDAR, and the volunteers that lead the Association.

What do you see as the key issues and challenges in the industry?

The key challenges I see are related to property taxes, zoning rights, technological progress, and maintaining ethics within our industry. The rights we have attached to property owner-

ship in this country are nearly unique throughout the world. These rights give us a significant portion of our wealth and freedom. Burdensome taxation, increasing fees, future access to water rights, unreasonable land-use restrictions, unsupportable local environmental concerns, and down zoning are just some of the current and future issues that affect property values and our ability to practice real estate within San Diego County. Being active as individuals and as an Association at all political levels will be the solution to maintaining our ownership rights. As technology changes and grows, we as REALTORS® need to always be on the leading edge. It has been long supposed that websites and automation will remove the individual from the transaction. People will always need others when it comes to service and our industry is no different. We do need however, to always make every effort to plan for and take advantage of, any tools that become available to us – on every level. Proper strategic planning is important in this regard. Lastly, maintaining ethics is crucial to our industry. Greater levels of education, increased internal monitoring of REALTOR® activities, and repercussions for inappropriate or unacceptable conduct are fundamental for maintaining and increasing our reputation with our clients. Other challenges will certainly arrive and with a healthy Association looking out for our best interests, we can meet those challenges.

What effect has your SDAR membership had on your career and what will you do to make SDAR more effective for members?

I became involved with SDAR through then President, Sheryl Betyar. She invited me to become involved in one committee and after a while, I soon recognized all the non-tangible benefits of becoming involved with such a well respected organization. My membership with SDAR has certainly added to my reputation of being a true professional in the real estate industry. Not all real estate or other industry associations offer the scope, breadth, or knowledge that SDAR provides to its members. The role of Vice President is important for making SDAR even more effective as this position requires frequent contact with our REALTOR® members – by attending caravans, office meetings of the various companies, etc. If SDAR is not effective for you, then I will hear about it! In communicating with and pursuing the best interests of our membership, I will fulfill my responsibilities for you as Vice President. I look forward to serving you as Vice President for 2012.

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SAN DIEGO WOMEN'S COUNCIL OF REALTORS® WINS CHAPTER OF THE YEAR

The San Diego Chapter of Women's Council of REALTORS® (WCR) is proud to announce that it was recognized at the National WCR Convention in Washington, D.C. with the distinguished 2010 Mega Chapter of the Year. The San Diego chapter was selected out of 263 chapters nationwide. In addition the San Diego Chapter, was also awarded the 2010 "Inspire, Educate, Enable" award of \$1,500 for Mega Chapter by Wells Fargo at the National WCR Meeting in Washington, D.C. This award is awarded to four Chapters Nationally mega, large, small and new, for innovative and outstanding programs and education. Chapter members on hand to receive the award was Fiona Theseira, 2011 Chapter President, Chris Anderson, Chapter President-Elect, Kay Merg, Chapter Vice President of Membership, Tiffany Torgan, Chapter Recording Secretary, and Linda Lee, Immediate Past Chapter President.

"It was truly an honor to receive these awards in Washington D.C.," said Fiona Theseira. "The members of the San Diego chapter have worked extremely hard all year long to achieve these awards and the members are well deserving of this recognition", stated Theseira. To find out more information about becoming a member of the WCR Chapter in San Diego and upcoming events visit www.wcrsd.org.



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JULY STATISTICS DETACHED HOMES

Current Year - 2011													Previous Year - 2010																		
Zip Code		Market Area		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		Zip Code		Market Area		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
				Mh	YTD	Mh	YTD	Mh	YTD	Mh	YTD	Mh	YTD	Mh	YTD					Mh	YTD	Mh	YTD	Mh	YTD	Mh	YTD	Mh	YTD	Mh	YTD
91901	Alhambra	15	94	85	96	\$428,000	\$434,000	12	102	68	76	\$477,500	\$425,000	92064	Pasadena	47	279	69	79	\$515,000	\$495,000	32	236	88	68	\$642,000	\$642,000	\$533,500			
91902	Bonita	14	94	103	93	\$416,650	\$430,500	9	82	68	76	\$469,900	\$460,000	92065	Ranoma	32	218	110	95	\$293,500	\$307,950	23	213	117	83	\$300,000	\$315,000	\$315,000			
91905	Boulevard	1	6	7	124	\$26,500	\$115,500	3	10	86	93	\$55,000	\$125,000	92066	Ranchita	0	3	0	126	\$0	\$97,000	0	0	0	0	\$0	\$0	\$0	\$0		
91906	Campos	5	32	60	83	\$123,500	\$143,375	4	30	217	97	\$175,000	\$145,000	92067	Rancho Santa Fe	11	113	159	156	\$1,900,000	\$2,100,000	17	110	217	170	\$2,100,000	\$1,921,250				
91910	Chula Vista	29	235	65	83	\$365,000	\$325,000	26	238	57	62	\$322,000	\$330,000	92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	\$0	\$0		
91911	Chula Vista	32	254	68	96	\$268,500	\$270,000	32	247	94	70	\$299,500	\$289,000	92069	San Marcos	33	197	55	77	\$345,000	\$355,000	30	236	71	71	\$335,000	\$350,384				
91913	Chula Vista	41	262	66	87	\$365,000	\$369,500	43	301	110	90	\$375,000	\$369,000	92070	Santa Ysabel	0	3	0	184	\$0	\$287,700	0	2	0	7	\$0	\$284,450				
91914	Chula Vista	16	136	106	89	\$431,250	\$504,500	23	137	52	79	\$525,000	\$500,000	92071	Santee	49	248	51	71	\$325,000	\$315,000	27	211	46	52	\$335,000	\$343,000				
91915	Chula Vista	37	203	93	93	\$367,000	\$375,000	30	229	68	88	\$360,000	\$380,000	92075	Solana Beach	3	38	137	97	\$950,000	\$1,000,000	6	55	75	89	\$928,500	\$970,000				
91916	Descanso	2	15	74	69	\$407,500	\$240,000	1	13	66	107	\$285,000	\$227,500	92078	San Marcos	36	255	78	83	\$466,500	\$465,000	24	215	77	70	\$440,000	\$480,000				
91917	Dulzura	0	1	0	172	\$0	\$339,000	0	2	0	116	\$0	\$207,500	92081	Viola	21	115	54	75	\$330,000	\$349,500	19	150	54	80	\$395,000	\$382,500				
91931	Gustay	1	2	56	70	\$170,000	\$177,500	0	0	0	0	\$0	\$0	92082	Valley Center	15	137	110	111	\$345,000	\$395,000	14	116	58	101	\$433,500	\$420,000				
91932	Imperial Beach	6	41	68	68	\$248,825	\$275,000	6	60	58	54	\$265,000	\$287,500	92083	Viola	14	131	139	95	\$264,950	\$258,000	19	155	68	74	\$243,000	\$252,000				
91934	Jacumba	0	11	0	78	\$0	\$44,900	0	4	0	53	\$0	\$92,500	92084	Valle	25	178	73	82	\$335,000	\$332,000	21	165	111	79	\$375,000	\$325,000				
91935	Jarvis	5	56	38	72	\$375,000	\$422,500	3	53	90	84	\$629,900	\$389,000	92086	Warner Springs	1	9	12	82	\$87,500	\$99,000	0	5	0	143	\$0	\$220,000				
91941	La Mesa	18	160	73	79	\$306,000	\$380,500	22	180	76	75	\$392,500	\$402,500	92091	Rancho Santa Fe	2	15	60	152	\$2,800,000	\$1,525,000	1	14	75	132	\$2,535,000	\$2,465,000				
91942	La Mesa	27	132	88	74	\$305,000	\$323,750	22	119	71	53	\$326,500	\$330,150	92101	San Diego Downtown	2	6	199	182	\$474,500	\$438,700	0	7	0	35	\$0	\$645,000				
91945	Lemon Grove	19	106	50	57	\$270,000	\$246,500	22	135	60	72	\$282,450	\$270,000	92102	San Diego	8	98	60	66	\$391,250	\$227,000	13	107	95	61	\$257,000	\$201,000				
91948	Mount Laguna	0	0	0	0	\$0	\$0	1	3	112	112	\$50,000	\$96,600	92103	Mission Hills	15	90	77	77	\$640,000	\$686,250	13	74	78	68	\$599,000	\$619,500				
91950	North Park City	18	129	71	93	\$207,500	\$215,000	25	143	91	69	\$222,000	\$220,000	92104	North Park	26	138	48	70	\$460,500	\$425,000	18	116	70	67	\$474,500	\$455,000				
91962	Pine Valley	2	11	159	106	\$148,500	\$257,000	2	19	120	110	\$256,000	\$245,000	92105	East San Diego	25	144	58	67	\$197,000	\$205,000	23	180	51	80	\$245,000	\$230,000				
91963	Pottery	1	2	17	34	\$240,000	\$275,500	1	0	41	80	\$0	\$104,000	92106	Point Loma	12	98	45	81	\$842,500	\$892,500	9	79	90	83	\$915,000	\$780,000				
91977	Spring Valley	38	308	65	89	\$250,000	\$263,000	29	279	62	73	\$273,000	\$295,000	92107	Ocean Beach	8	68	56	61	\$985,000	\$737,500	12	71	49	65	\$786,000	\$710,000				
91978	Spring Valley	3	38	68	101	\$335,000	\$325,000	7	36	106	95	\$335,000	\$357,250	92108	Mission Valley	0	7	0	65	\$0	\$430,000	0	6	0	128	\$0	\$500,500				
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	92109	Pacific Beach	11	65	47	70	\$690,000	\$700,000	15	96	88	81	\$700,000	\$727,500				
92003	Bonsall	0	26	0	87	\$0	\$499,750	4	30	194	93	\$652,500	\$532,000	92110	Old Town SD	10	60	86	83	\$527,000	\$522,500	10	45	107	54	\$501,000	\$535,000				
92004	Bonterra Springs	3	49	192	187	\$275,000	\$162,000	1	45	108	196	\$409,500	\$217,500	92111	Linda Vista	20	129	79	72	\$388,500	\$360,000	15	121	45	42	\$360,000	\$395,000				
92007	Cardiff By The Sea	13	51	83	66	\$1,017,000	\$905,000	4	40	61	87	\$1,429,130	\$840,000	92113	Laguna Heights	10	97	67	70	\$162,500	\$174,900	18	119	40	52	\$187,500	\$164,000				
92008	Carlsbad	13	90	45	97	\$647,500	\$523,500	7	78	38	73	\$571,000	\$647,000	92114	Encanto	38	391	60	86	\$236,450	\$225,000	46	391	71	65	\$225,000	\$236,000				
92009	Carlsbad	45	289	70	73	\$679,000	\$685,000	46	329	66	64	\$668,450	\$690,000	92115	College Grove	28	185	76	86	\$345,500	\$335,000	34	218	56	63	\$331,000	\$399,500				
92010	Carlsbad	10	80	124	74	\$470,000	\$512,500	12	57	39	41	\$566,500	\$560,000	92116	Normal Heights	21	111	50	60	\$395,000	\$410,000	20	122	51	80	\$442,500	\$420,000				
92011	Carlsbad	17	112	60	68	\$695,000	\$700,000	23	114	52	61	\$732,500	\$758,500	92117	Charmont Mesa	29	216	56	65	\$407,000	\$404,000	20	188	45	44	\$404,250	\$429,950				
92014	Del Mar	15	94	94	104	\$1,725,000	\$1,347,500	5	53	50	106	\$1,030,000	\$1,360,000	92118	Coronado	15	89	136	110	\$1,300,000	\$1,355,000	10	80	120	139	\$1,543,750	\$1,280,000				
92019	El Cajon	20	192	88	89	\$322,050	\$374,450	15	155	70	64	\$410,000	\$375,000	92119	San Carlos	14	109	64	64	\$339,950	\$405,000	13	80	68	46	\$445,000	\$423,500				
92020	El Cajon	30	192	79	78	\$542,000	\$309,000	25	154	64	54	\$300,000	\$310,000	92120	Del Cerro	15	97	54	58	\$419,000	\$419,000	23	111	53	50	\$490,000	\$454,000				
92021	El Cajon	34	186	64	83	\$285,000	\$280,000	29	211	78	81	\$230,000	\$219,000	92121	Sorrento	1	13	78	82	\$595,000	\$635,000	1	16	10	58	\$545,000	\$675,000				
92024	Encinitas	36	211	58	70	\$757,500	\$730,000	37	219	61	69	\$846,500	\$746,500	92122	University City	6	58	42	65	\$843,500	\$955,000	2	59	37	47	\$725,000	\$635,000				
92025	Escondido	23	149	91	89	\$325,000	\$294,500	22	198	62	72	\$340,750	\$321,500	92123	Serra Mesa	14	68	59	66	\$389,500	\$381,500	7	91	39	50	\$390,000	\$390,000				
92026	Escondido	40	259	75	95	\$330,000	\$335,750	36	244	71	79	\$393,000	\$395,000	92124	Terrasanta	11	66	71	52	\$490,000	\$505,000	7	70	27	53	\$527,000	\$550,000				
92027	Escondido	48	287	70	79	\$301,500	\$285,000	46	326	64	71	\$329,000	\$295,000	92126	Mira Mesa	36	224	99	82	\$368,450	\$370,000	32	236	44	58	\$397,500	\$400,000				
92028	Escondido	46	315	95	92	\$358,500	\$355,000	43	294	91	96	\$360,000	\$344,500	92127	Rancho Bernardo	43	241	61	92	\$696,880	\$705,000	37	269	61	67	\$729,990	\$749,500				
92029	Escondido	21	85	111	99	\$415,000	\$408,000	12	100	73	73	\$523,750	\$478,250	92128	Rancho Bernardo	27	223	63	75	\$487,000	\$485,000	38	287	80	62	\$538,250	\$528,000				
92036	Julian	0	30	0	120	\$0	\$168,550	9	25	58	140	\$221,000	\$250,000	92129	Rancho Penasquitos	23	187	62	62	\$540,000	\$535,000	33	215	49	51	\$535,000	\$575,000				
92037	La Jolla	23	158	102	83	\$1,380,000	\$1,312,500	17	144	94	101	\$1,380,000	\$1,337,000	92130	Carmel Valley	31	243	80	72	\$950,000	\$917,000	34	242	42	56	\$928,750	\$897,750				

Current Year - 2011										Previous Year - 2010											
Zip Code	Market	SOLD LISTINGS				AVG DAYS ON MARKET				MEDIAN PRICE*		SOLD LISTINGS				AVG DAYS ON MARKET				MEDIAN PRICE*	
		Mhh	Ytd	Mhh	Ytd	Mhh	Ytd	Mhh	Ytd	Mhh	Ytd	Mhh	Ytd	Mhh	Ytd	Mhh	Ytd	Mhh	Ytd		
92045	Pasadena	5	28	123	85	\$267,000	\$267,500	2	25	43	56	\$247,450	\$275,000								
92065	Ramona	4	14	77	87	\$107,575	\$141,975	4	27	139	100	\$198,250	\$160,000								
92066	Ranchoita	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0								
92067	Rancho Santa Fe	0	0	0	115	\$0	\$720,000	3	4	75	86	\$800,000	\$797,500								
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	5	25	160	\$160,000								
92070	Rancho San Marcos	8	65	91	101	\$126,750	\$136,000	10	74	82	68	\$182,000	\$140,000								
92070	Sanita Ysabel	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0								
92071	Santee	23	149	112	81	\$165,000	\$177,000	15	133	106	81	\$200,000	\$190,000								
92075	Solana Beach	8	51	163	111	\$462,000	\$510,000	8	54	73	67	\$650,000	\$642,500								
92078	San Marcos	18	136	94	99	\$247,500	\$253,250	19	131	90	74	\$266,000	\$296,000								
92079	San Marcos	9	31	43	88	\$200,000	\$200,000	10	50	5	84	\$172,000	\$180,000								
92082	Valley Center	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0								
92083	Vista	6	42	93	143	\$128,342	\$171,000	5	59	87	66	\$182,000	\$175,000								
92084	Vista	5	23	43	103	\$259,000	\$162,500	8	37	152	88	\$153,500	\$162,000								
92086	Warren Springs	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0								
92091	Rancho Santa Fe	6	5	8	107	\$150,000	\$358,000	10	45	113	103	\$175,000	\$373,000								
92101	San Diego	75	565	104	98	\$390,000	\$335,000	54	532	85	84	\$282,500	\$336,000								
92102	San Diego	3	40	231	89	\$190,000	\$147,500	8	50	116	87	\$189,500	\$270,000								
92103	Millions Hills	9	125	75	90	\$265,000	\$329,000	15	142	75	82	\$300,000	\$356,000								
92104	North Park	1	111	113	87	\$155,000	\$167,000	21	118	89	76	\$159,000	\$199,000								
92105	East San Diego	12	67	52	87	\$88,770	\$100,000	12	94	83	83	\$64,500	\$79,000								
92106	Powertown	10	200	152	144	\$155,000	\$200,000	6	23	69	78	\$145,000	\$150,000								
92107	Ocean Beach	11	52	68	91	\$252,500	\$270,000	5	50	108	64	\$300,000	\$304,500								
92108	Million Valley	28	169	66	90	\$203,000	\$198,000	18	178	62	77	\$210,000	\$262,500								
92109	Pacific Beach	20	161	101	97	\$327,500	\$399,000	19	142	98	108	\$400,000	\$365,000								
92110	Old Town SD	50	81	103	81	\$217,500	\$218,000	13	102	44	79	\$195,000	\$267,500								
92111	Linda Vista	13	97	63	83	\$159,000	\$173,000	10	81	90	77	\$209,000	\$270,000								
92112	Logan Heights	7	24	10	75	\$140,000	\$140,000	3	39	55	58	\$91,250	\$91,250								
92114	Encanto	1	15	24	106	\$208,000	\$172,500	4	12	58	77	\$79,000	\$187,500								
92115	College Valley	11	101	50	64	\$90,000	\$100,000	17	156	114	81	\$112,500	\$115,000								
92116	Normal Heights	11	78	42	82	\$123,000	\$150,120	12	125	65	90	\$146,000	\$165,000								
92117	Charmwood Mesa	8	51	54	102	\$190,000	\$215,000	5	69	138	57	\$210,000	\$204,900								
92118	Condomo	11	46	131	135	\$163,000	\$77,500	8	43	121	124	\$189,575	\$96,000								
92119	San Carlos	12	108	110	82	\$145,000	\$145,000	6	75	15	69	\$165,000	\$210,000								
92120	Del Cerro	15	75	74	64	\$136,000	\$155,000	9	66	66	82	\$220,000	\$211,000								
92121	Sorrento	1	19	22	71	\$363,000	\$350,000	1	21	33	63	\$531,000	\$384,000								
92122	University City	25	177	97	102	\$375,000	\$278,900	17	156	92	82	\$259,000	\$283,000								
92123	Terras Mesa	11	61	88	98	\$212,000	\$212,000	14	82	70	72	\$158,500	\$206,250								
92124	Tremont	5	52	52	266	\$0	\$0	2	43	52	40	\$150,000	\$360,000								
92125	Ala Mesa	14	128	101	72	\$165,000	\$188,000	10	145	80	74	\$214,000	\$215,000								
92127	Rancho Bernardo	15	116	61	86	\$199,000	\$225,450	19	141	50	74	\$350,000	\$265,000								
92128	Rancho Bernardo	28	217	92	91	\$242,700	\$240,000	29	249	85	69	\$242,350	\$273,000								
92129	Rancho Penasquitos	17	100	73	96	\$165,000	\$190,000	12	128	56	60	\$315,000	\$215,500								
92130	Carroll Valley	14	130	59	77	\$408,500	\$400,000	20	150	49	72	\$490,500	\$417,300								
92131	Scripture Mountain	10	160	70	85	\$316,000	\$336,000	22	130	52	55	\$372,500	\$340,000								
92134	San Diego Downsview	12	68	68	72	\$0	\$0	0	0	0	0	\$0	\$0								
92139	Paradise Hills	16	88	84	115	\$150,000	\$150,000	14	108	89	87	\$162,500	\$156,000								
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0								
92154	Olney Mesa	10	85	105	92	\$130,000	\$155,000	15	131	110	92	\$175,000	\$155,000								
92161	La Jolla	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0								
92173	San Ysidro	5	40	43	89	\$98,000	\$111,500	7	66	44	76	\$100,000	\$99,050								

*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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-

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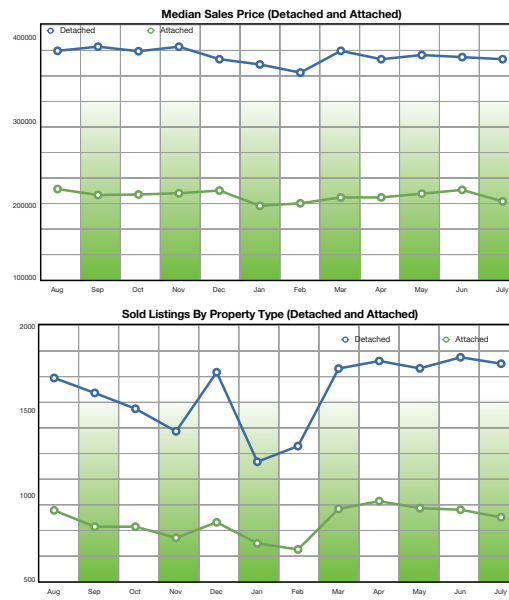
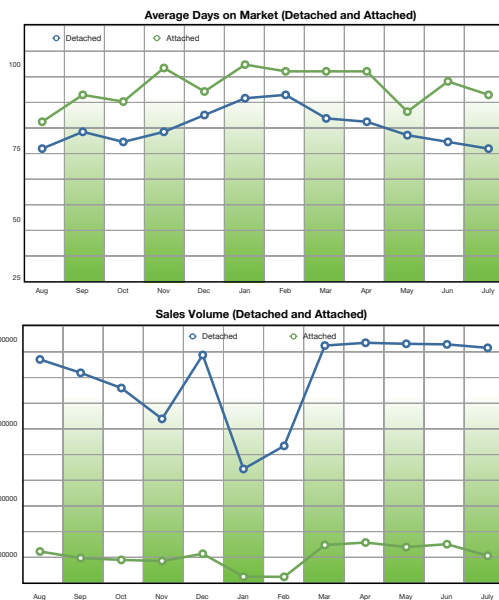
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COMPARATIVE SALES - EXISTING HOMES - JULY 2011 SAN DIEGO COUNTY

	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 2011	\$223,167,866	-3.891	-12.132	\$878,194,302	4.315	-1.037
2 Average Sales Price July 2011	\$261,321	-2.090	-7.502	\$496,997	1.884	1.091
3 Median* Sales Price July 2011	\$205,250	-5.740	-6.270	\$375,000	-3.840	-0.660
4 Sold Listings July 2011	854	-1.839	-5.006	1,767	6.318	-2.105
5 Average Days on Market July 2011	91	4.598	-4.211	75	5.854	-2.597
6 Total Sales Volume July 2010	\$232,201,767			\$841,869,055		
7 Average Sales Price July 2010	\$266,899			\$506,540		
8 Median* Sales Price July 2010	\$217,750			\$390,000		
9 Sold Listings July 2010	870			1,662		
10 Average Days on Market July 2010	87			71		

	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 2011	\$1,653,640,797	-12.350		\$5,957,382,857	-3.630	
12 Average Sales Price YTD 2011	\$264,033	-2.287		\$493,079	-0.774	
13 Median* Sales Price YTD 2011	\$209,000	-5.850	N/A	\$372,000	-3.370	N/A
14 Sold Listings YTD 2011	6,263	-10.298		12,082	-2.878	
15 Average Days on Market YTD 2011	95	17.284		83	16.901	
16 Total Sales Volume YTD 2010	\$1,886,635,232			\$6,181,753,921		
17 Average Sales Price YTD 2010	\$270,214			\$496,926		
18 Median* Sales Price YTD 2010	\$222,000			\$385,000		
19 Sold Listings YTD 2010	6,982			12,440		
20 Average Days on Market YTD 2010	81			71		

Copyright 2011 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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MARS DISCLOSURES NO LONGER NEEDED WHEN FACILITATING SHORT SALES

The National Association of REALTORS® has made an important step in resolving the confusion caused by the Federal Trade Commission's (FTC) Mortgage Assistance Relief Services Rule (MARS) among real estate professionals who provide assistance to struggling homeowners in negotiating short sales with servicers on the sale of the home.

The FTC has announced that it will forbear from enforcing most provisions of its MARS Rule against real estate professionals who assist consumers in obtaining short sales from their lenders or servicers. Effective immediately, real estate professionals acting in their licensed capacity will no longer need to comply with most of the Rule's requirements, including the required disclosures, advance fee ban, and recordkeeping requirements.

This forbearance of enforcement will only apply to real estate brokers (and real estate agents under their direction and control) who are:

1. Licensed and maintain good standing pursuant to any applicable state law requirements;
2. In compliance with state laws governing the practices of real estate professionals; and
3. Assisting or attempting to assist a consumer in negotiating, obtaining or arranging a short sale of a dwelling in the course of securing the sale of the consumer's home.

The FTC will still enforce the Rule's prohibition against misrepresentations made by a real estate professional while assisting a consumer in negotiating or obtaining a short sale.

The FTC's forbearance should have the effect of resolving this issue for real estate professionals who are acting in their licensed capacity. While the Consumer Financial Protection Bureau and state attorneys general can still enforce the rule as written, both groups are expected to follow the FTC's lead. NAR will continue to work on obtaining a complete resolution of this issue. For additional information on the MARS Rule, visit www.realtor.org/topics/mars.

California Law Extends Protections for Short Sale Payments

Gov. Jerry Brown recently signed SB 458 into law, extending the protections of SB 931 (2010), to ensure that any lender that agrees to a short sale must accept the agreed upon short sale payment as payment in full of the outstanding balance of all loans.

Under previous law, a first mortgage holder could accept an agreed-upon short sale payment as full payment for the outstanding balance of the loan, but unfortunately, the rule did not apply to junior lien holders. SB 458 extends the protections of SB 931 to junior liens.

"The signing of this bill is a victory for California homeowners who have been forced to short sell their home only to find that the lender will pursue them after the short sale closes, and demand an additional payment to subsidize the difference," said C.A.R. President Beth

L. Pearce. "SB 458 brings closure and certainty to the short sale process and ensures that once a lender has agreed to accept a short sale payment on a property, all lien holders – those in first position and in junior positions – will consider the outstanding balance as paid in full and the homeowner will not be held responsible for any additional payments on the property."

Call for Action Urged on Conforming Loan Limits

NAR recently issued a Call For Action urging REALTORS® to contact Congress and clearly communicate

that Congress needs to prevent loan limits from expiring on Sept. 30.

Unless Congress acts, the current loan limits will expire on Sept. 30 and the cost of a mortgage could rise significantly. More than 30,000 California families will face higher down payments, higher mortgage rates, and stricter loan qualification requirements if conforming loan limits on mortgages backed by the Federal Housing Administration (FHA), Fannie Mae, and Freddie Mac are reduced beginning October 1, 2011, according to analysis by the California Association of REALTORS®.

Despite the Obama administration

claiming it will support a one-year extension of the current loan limits, Bank of America has already lowered their loan limits for new loans, and others will follow suit.

REALTORS® are encouraged to contact their representatives and communicate clearly that a housing recovery depends on keeping mortgages affordable and that Congress needs to prevent these higher loan limits from taking effect. Visit www.realtoraction-center.org to find out how to send this message.

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CANDIDATES FOR DIRECTOR



KEVIN BURKE

e-PRO, ABR
Pacific Shores Real Estate, Inc. – Residential Real Estate
www.KevinMBurke.com

I offer to serve YOU as I have done for my 34 years in the real estate profession! Past President of another Association; Risk Management Committees at SDAR (and C.A.R.); Grievance Committee & SANDICOR Speaker for SDAR! Be HEARD! I want to be YOUR voice at SDAR!



MARY MITCHELL

CRS, SRES, e-PRO, WCR, CIPS
RE/MAX Ranch & Beach – 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 that affect 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.



CORY SHEPARD

Prudential California Realty – Residential, REO, Short Sales

My goal as your representative will be to utilize my 35 years of experience to further the growth of SDAR, assist the association in bringing quality services to each member that allows the member to grow their business, and improve and protect professional business practices within our industry.



MICHAEL SPILGER

Broker
California Brokers Network – Real Estate Attorney
www.SDRealtyLaw.com

I dedicate myself to help agents raise their level of professionalism to surpass public expectations.

- Volunteer of Year: 2003
- Presidential Achievement Award: 2006, 2001
- Risk Management Committee (17 years, Past Chair)

- Bylaws Committee (Past Chair)
- Mediation Committee (Past Chair)
- Professional Standards – C.A.R. certified trainer
- Realtor/Attorney (Past Chair)
- Instructor: 7 continuing education courses



ROGER HOLTSCLAW

Broker, GRI, Honorary Director for Life (C.A.R.)
Dimensions in Real Estate – Property Management, Residential Sales
www.DimensionsPM.com

Service to the Real Estate Community for 40+ years. Past-President of the East S.D. County Association of REALTORS® and long term board member. Currently a C.A.R. director for this association and C.A.R. Honorary Director for Life. Master instructor (C.A.R.) and have chaired numerous C.A.R. committees.



FIONA THESEIRA

ABR, CDPE, CRS, e-PRO, GRI, PMN, SFR
Keller Williams Realty, Metro – Residential Real Estate
www.SDDreamHome.com

As SDAR Director, I will help the association serve our membership in a positive way; to further and enhance professionalism and education. It will be an honor to represent you on our SDAR Board. Consider me your link to SDAR and all the benefits it brings to your business success!

CANDIDATE GUIDE

Please 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.



GERRY-LYNN FIVES

Broker Associate, ABR, CIPS, CRS, GRI, RSPS, TRC
Prudential California Realty – Residential Real Estate
www.CoronadoCays.com

REALTOR® and licensed Broker Associate for over 11 years with seven NAR designations. Willing to bring to SDAR the same commitment, honor and integrity that I served our country with as a commissioned officer. Served on CAOR & as President of CREA. Vice Chair of Membership Tech Business Development.



ROB MCNELIS

SRES
One Stop Lending & Realty – Residential Real Estate
www.RobMcNelis.com

I am pleased to be running for the position of Director for the San Diego Association of REALTORS®. I have served as President and Chairman of many committees for my previous association, and am currently also a City Councilman in Santee. I believe in "Service First."



PATRICK HALE

Broker, CDPE
California Real Estate & Mortgage, LLC – Residential Real Estate
www.PatrickAlexanderINC.com

My goal is to put SDAR on a path to become the leader of innovative technologies that will actually help REALTORS® sell more homes. Bringing not only value through relationships, but through services that actually correlate into higher revenues for REALTOR® members.



KARLA COHN

Broker, CRS, TRC, CIPS
Karla Cohn & Associates Realty, Inc. – Residential Real Estate
www.HomeInvestmentsSanDiego.com

My goal as Director is to increase member access, participation and knowledge of SDAR. I am active on two committees: Professional Standards and Government Affairs; our members need to be involved in both these areas. Greater member involvement means more representative decisions. Thank you for your vote.



GLENN BENNETT

Broker
Cowles Mountain Realty – Residential Real Estate

This is my 30th year as a San Diego REALTOR® and I am very proud of our organization, the biggest and best in the state! I am presently serving on the Board of Directors for SDAR & C.A.R., a PAC Trustee and a Vice Chair. I would appreciate your vote!



STEVE FRAIOLI

ABR, GRI, SRES, CNE
Steven G. Fraioli & Associates – Residential, Broker, Owner
www.MyRealtorSteve.com

During my five years of volunteering at SDAR on Grievance and Professional Standards, I have become acutely aware of the issues to be addressed. Given the opportunity, I pledge to represent all hard working REALTORS® in an effort to strengthen our association. Thank you for your consideration and vote.

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GLOBAL PROPERTY BUYING RISES 47% YEAR-ON-YEAR

Worldwide investment in all types of property surged by nearly 50% in the second quarter of 2011 year-on-year, with over \$101 billion-worth of transactions completed.

Research from Jones Lang LaSalle indicates that this figure is also 7% above the first three months of 2011. The Americas led the way, with the Canadian market tripling in activity compared to the first quarter, and transaction volumes in the U.S. increasing by more than half to \$49 billion for the same period. Property investment in MENA stayed similar at \$34 billion whereas the Asia-Pacific region saw a fall of 30% in volumes compared to the first three months.

Arthur de Haast, head of the International Capital Group at Jones

Lang LaSalle, told Overseas Property Professional. "The upswing in activity continues, with exceptional gains in North America, which was late to the recovery, driving that region to the top spot in terms of volumes."

"Looking ahead, debt concerns in some advanced economies and the risk of overheating in some emerging markets will induce caution and careful asset selection, adding to a natural deceleration in the recovery. Nevertheless, the pipeline of product in the market gives us confidence that full-year volumes will reach our forecast of US \$440 billion," de Haast said.

(Information compiled from Overseas Property Professional, business-to-business media for the international real estate industry)

INTERNATIONAL MIXER – SEPT. 15

SDAR's International Council invites you to their next networking mixer. The topic is "Global Real Estate Opportunities: Commissions from Around the World." Speaker is Jared C. Leung, an attorney practicing in the area of immigration law who spoke recently at the NAR Mid-Year Meetings in Washington, D.C.

Date: Thursday, September 15

Time: 5:00 to 7:00 p.m.

Location: Maria Maria Restaurant
1370 Frazee Road, Mission Valley

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Dalila Flores
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Terry Fry
Mortgage Planner

Gary Jackson
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Michael Stowers NMLS ID 60866, Eric Billock NMLS ID 271844, Kim Stomberg NMLS ID 60341.





The California Real Estate Inspection Association (CREIA) and the American Society of Home Inspectors (ASHI)



CREIA and ASHI are the oldest and largest non-profit state and national inspector associations in the country. The associations were founded in 1976 with the common goal of building consumer awareness and enhancing the professionalism of their field. CREIA and ASHI took the lead in establishing and advocating high standards of practice and a strict code of ethics for the member community. The CREIA and ASHI Code of Ethics and Standards of Practice are recognized by the California Business and Professions Codes and are considered the standard of care by the real estate and legal communities. CREIA and ASHI have been dedicated to enhancing consumer protection and promoting public awareness. CREIA and ASHI require their members to successfully pass a proctored comprehensive written exam of property systems, and complete continuing education each year. If you are buying, selling, building, remodeling, upgrading or repairing a property; CREIA and ASHI members provide a variety of impartial inspection services for almost every need and purpose. For more information please visit www.CREIA.org and www.ASHI.org, or contact a Certified CREIA and/or ASHI inspector listed below.

Tony Alaniz Ventures	1	HiTech Quality Home Inspection	619-379-5673
Jose Alcaraz	1	Western Property Inspectors	619-587-6167
Jess Alvarez	1	AmeriSpec Inspection Service	760-585-2355
Richard Alvord	1	Alvord Home Inspections	619-806-0219
Samuel Armenise	1	S R A Inspections	760-728-7307
Terry Asp	1	Southern California Home Inspections	951-461-9769
David Becker	2	Superior Inspection Services	951-929-4303
Gregory Beu	1	Beu Home Inspections	619-504-2776
Phillip Binggeli	1	Countywide Residential Inspection Service	877-934-6773
Abram Blas	1	South Coast Home Inspections	760-473-1071
Sean Blasius	3	Best Property Inspections	619-804-8111
Paul Bollinger	1	Win Property Inspections	888-718-2946
Jim Bordeaux	1	Bordeaux & Company	760-747-1271
John Bowley	2	Master Specs LLC	888-803-0731
Doug Boyd	1	Valley Home Inspection Services	951-676-6700
Kevin Brenden	1	Homescape Inspections	619-865-1084
Matt Burnell	1	Inland Home Inspection Inc.	888-491-1046
Jet Caldwell	3	California Property Inspection	800-997-8910
Ronald Cantor	1	Cantor Property Inspection	619-521-9828
Malcolm Carr	1	Prime Property Inspections	877-434-9580
Michael Casey	3	Casey, O'Malley, & Associates	866-363-1330
Steve Castaneda	2	Home Inspections - by Steve	619-210-3439
Mark Chaffee	2	WIN Home Inspection, Carlsbad	760-753-2669
Robert Chappell, P.E.	1	InspectRite Engineering & Inspections	760-634-0505
Brian Chatfield	1	BPG	858-220-6545
Cary Childress	1	Premier Property Inspections	760-716-5590
Steve Chubbic	1	Action Home Inspections	760-497-8777
James Cole	1	The Cole Companies	619-443-2769
James Comstock	1	Comstock Building Evaluation	619-938-3740
Tom Corso	1	West Coast Home Inspections, Inc	760-295-4497
Keith Darraq	1	Countywide Property Inspections	619-448-2874
Tom Daugherty	1	Countywide Property Inspections	619-448-2874
Jennifer Davidson	3	DavidsonInspection.com	877-435-0845
Robert Davidson	3	InspectRite	866-994-0505
Edward Day	1	Home Integrity Inspections	858-357-5645
Steven Dehlinger	1	American Real Estate Inspection	866-346-3337
David Dent	1		858-205-2446
Rick Dobbins	1	ANZA Home Inspections	760-767-1148
Michael Durnell	1	Professional Residential Property Inspections	858-472-6476
Mark East	1	San Diego Home Inspection Services	858-535-1414
Robert Enfield	1	Best Western Home Inspection, Inc.	760-522-9931
Jeff Ernis	1	Excel Inspection Service	760-758-8853
Robert Fennema	3	Monte Verde Consulting	619-697-4005
Chad Fisher	1	DeBerry Inspection Services	800-498-0338
Mike Ford	1	All County Inspection Service	619-993-1520
Ray Forster	1	A Better Home Inspection by Forsters	800-720-2844
Thomas Fowler	1	Advantage Building Inspections	619-447-6906
Andy French	3	Accredited Inspection	619-985-3902
Glenn Fromang	1	Home Check Inspection Service	619-281-3552
John Gamache	3	Capstone Home Inspection Service	858-229-2093
Gary Gramling	1	The Property Management Store	760-455-4978
Rick Greene	1	DOOR2DOOR Property Inspection	866-994-0505
Michael Grimes	1	Paradise Property Inspections, Inc.	760-214-5419
Hans Groess	3	California Building Inspection	858-569-8668
J. Luis Gutierrez	1	JLG Property Inspection	760-212-5523
Steve Hall	1	Market Ready Services Inc.	760-729-9299
Linda Hana	1	Hana Home Inspection Services	714-309-1806
Paul Harriott	1	Harriott Inspections	858-344-2550
Scott Harvey	1	Artisan Inspections	619-602-2874
John Hastey	1	Countywide Property Inspections	619-448-2874
Jason Havel	1	Nation Wide Inspections	619-948-8847
Mark Heckl	1	Buyers Protection Group	800-285-3001
Victor Hernandez	3	Golden State Property Inspections	619-867-2630
Dennis Hobson	1	California Coast Home Inspections	760-420-0389
Jay Hoeszle	1	HomeLook Inspections	858-602-7518
William Hoeszle	1	HomeLook Inspections	858-583-1254
Peter Hopkins	1	InspecDoc Inspection Services, Inc.	888-278-9361
Bob Hoyt	1	Pacific Coast Home Inspections	858-525-2594
Jim Huff	1	Huff Home Inspections	760-740-2442
Richard Humbert	1	Countywide Property Inspections	619-448-2874
Edward Jackson	1	Countywide Property Inspections	619-448-2874
Richard Jackson	1	Pacific Coast Inspections	760-732-1344
Dave Jobe	3	Buyers Protection Group Home Inspections	858-518-9912
Steve John	1	All Pro Home Inspections	619-283-1123
Jon Johnson	1	Advanced Real Estate Inspections	760-414-1254

Will Johnson	1	Inspection Perfection LLC	888-552-4677
Michael Jones	2	Advantage Home Inspection Services, Inc.	619-543-0691
Sam Kabbara	1	California Standards Property Insp. Services	760-807-6837
Sean Kabo	1	Kabo Home Inspections	760-685-6477
Tim Kasten	1	KPI Property Inspections	760-473-6226
David Kates	1	THE HOME INSPECTOR	760-944-7587
Brett Kayzar	3	Quick and Reliable Home Inspections, LLC	619-952-1363
Sergey Kostenko	1	Realty Home Inspection	619-203-7668
John Lampo	1	Avalon Property Inspection	760-473-2389
Martin Lehman	1	SOLID FOUNDATION Home Inspection Service	619-504-0781
Matteo Locatelli	1	Locatelli Property Inspections	858-204-2695
Nicholas Lorber, P.E.	1	Lorber Engineers	619-917-8077
Scott Loska	1	Loska Property Inspections	858-401-2016
Stan Luhr	1	Pacific Property Consultants	858-513-4398
Peter Macko	1	Quality Assured Home Inspections	760-727-4227
Chris Magill	1	Aztec Property Inspections	858-245-9329
Peter Manjuck	1	SoCal Home Inspections, LLC	619-884-8973
Dick Marcon	1	SentryPropertyInspections.com	800-839-0345
Fred McNorton, III	1	FHIS/Fred Home Inspections Svcs, Inc.	619-895-3733
Kenneth Merritt	1	ParraBuildingConsultants.com	619-232-1100
Tom Moore	1	Hunter Inspection	619-300-8408
Michael Mosier	1	M&M Property Inspection Service	951-674-3339
Neal Muckler	1	Asset Inspection & Consulting Services	619-298-7140
William Murray	1	DeBerry Inspection Service	800-498-0338
Bjorn Nichols	1	Searchlight Home Inspections	760-685-4550
John Oxarart	1	Excel Inspection Service	760-758-8853
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Chad Parra	3	ParraBuildingConsultants.com	619-232-1100
Dennis Parra, II	3	ParraBuildingConsultants.com	619-232-1100
Dennis Parra, Sr.	3	ParraBuildingConsultants.com	619-232-1100
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Bill Stedman	1	Stedman Home Inspections	619-368-8166
Steve Stenros	1	First Choice Inspections	888-335-3040
Doug Stricker	3	Building Inspection Professionals	760-480-1515
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R.E. Sykes	3	Skys Property Inspection Consultants	760-743-4874
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Henry Trulson	1	Envirotech Home Inspections	760-476-9750
William Van Tassel	1	SenSpec Building Consultants	760-720-7125
Gary Vincent	1	Vincent Property Inspections	760-731-2300
Al Virtue	3	Virtue Inspections & Consulting	619-229-0555
Jeff Waibel	1	Mr Inspectorman	760-443-5843
Bob Waysack	1	Inspect-It 1st Property Inspection	951-696-2097
Carol Wiley	1	Accurate Property Inspections	951-285-7850
Daniel Wolford	1	Accuquix Property Services	619-961-6966
Steve Yoakem	1	Qualcraft Property Inspections	760-715-5242
Richard Zak	3	Check it Out Property Inspections	760-729-9299
Armando Zepeda	1	Countywide Property Inspections	619-448-2874

Key:
1) CREIA 2) ASHI 3) CREIA & ASHI

www.CREIA.org
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SDAR Education Schedule

Classes subject to change or cancellation.

Check www.sdar.com for current information.

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

AUGUST	Class Name	Time	R-Plus	RMS	SDAR	Others	Credits	Presenter
16	Prospecting	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$35	3 CS	John Altman
16	VA Seminar for REALTORS®	9:00 am – 11:00 am	\$8.50	\$10	\$105	\$15	NA	Karen Bates & Ken Bates
18 & 19	Certified Negotiation Expert (CNE Designation)	8:30 am – 5:00 pm	\$169.15	\$199	\$199	\$209	15 CP	John Wenner
18	Tempo Tips & Updates	9:30 am – 11:00 am	Free	Free	Free	Free	NA	Sandicor Trainer
20	Digital Ink - Digital Signatures for Free (Saturday)	9:15 am – 12:15 pm	\$17	\$20	\$20	\$25	NA	Joel Carlson
23	Paperless Office: Better Workflow Saves Time, Money	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$35	NA	Randy Jones
25	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
25	Confirmation Letters	1:00 pm – 3:00 pm	\$17	\$20	\$20	\$25	NA	Jacqueline Oliver, Esq.
27	Earn the Client's Trust (Saturday)	9:00 am – 12:00 pm	\$35	\$35	\$35	\$40	NA	Leonard P. Baron
29 & 30	Pricing a Property & The Rules of Marketing	Mon: 9:00 am – 1:00 pm Tue: 9:00 am – 12:00 pm	\$89.25	\$89	\$105	\$131	7 CP	Jacqueline Oliver, Esq.
30	Short Sales & Foreclosures (SFR Certification)	8:30 am – 5:00 pm	\$84.15	\$99	\$99	\$119	8 CP	J. Alan Sappenfield
30	Social Media for REALTORS® (evening)	4:00 pm – 6:00 pm	\$16.15	\$19	\$19	\$24	NA	Jeff Dowler
31	Fusion/Tempo Tips & Updates	4:00 pm – 6:00 pm	Free	Free	Free	Free	NA	Sandicor Trainer
SEPT	Class Name	Time	R-Plus	RMS	SDAR	Others	Credits	Presenter
6	Free MLS Training - Day 1	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
8	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
13	Mastering the iPad for Real Estate (beginner session)	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$30	NA	Jeffrey Raskin
13	Mastering the iPad for Real Estate (advanced session)	1:00 pm – 4:00 pm	\$21.25	\$25	\$25	\$30	NA	Jeffrey Raskin
13	Free MLS Training - Day 2	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
14	QR Codes & Microsoft Tags	9:30 am – 11:30 am	\$16.15	\$19	\$19	\$25	NA	Michael Kennedy
15	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
19	Notary Class & Exam	8:30 am – 5:00 pm	\$84.15	\$99	\$99	\$109	NA	Duane Gomer
20	Lead-Base Paint Seminar	12:00 pm – 1:00 pm	\$6.80	FREE	\$8	\$8	NA	Anthony & Kathy Grondin
26 & 27	Distressed Properties Professional (DPP Designation)	Mon: 9:00 am – 5:00 pm Tue: 9:00 am – 2:00 pm	\$254.15	\$299	\$299	\$325	NA	Chris Wigley
27	Lead-Base Paint Seminar	12:00 pm – 1:00 pm	\$6.80	FREE	\$8	\$8	NA	Anthony & Kathy Grondin
29	Negotiations	9:00 am – 1:00 pm	\$47.60	\$45	\$56	\$62	NA	Jacqueline Oliver, Esq.

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