



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 • March 2015

A Bright Idea: Attend the April 24 REALTOR® Expo ANNUAL EVENT IS APRIL 24 AT CONVENTION CENTER

www.SDARExpo.com

"Your Future is Bright in America's Finest City." You want your clients to know that, and attending the upcoming REALTOR® Expo and Conference will help you confirm it for them.

Be part of the largest REALTOR® event in San Diego County on Friday, April 24, to network with thousands of real estate professionals, and to introduce yourselves to affiliates and vendors who can be instrumental in the success of your business.

TRADE SHOW

Opportunities abound at the annual trade show in the San Diego Convention Center Expo Hall from 9:00 a.m. to 5:30 p.m. Get familiar to new products and services that will help contribute to a brighter future for you in real estate.

Have some "face time" with local providers specializing in finance, insurance, home service industries, and gather free samples, product trials, and brochures. There's always something new and inspiring around the corner and down the aisle when you visit each booth on

the trade show floor.

Don't forget to pick up your beach bag and sunglasses – to go along with the expo theme – at the SDAR Booth in the center of the trade show. There will be plenty of souvenirs, vendor gifts, and business cards to collect throughout the day.

Visit www.sdarexpo.com for a current list of exhibitors.

GENERAL SESSION

At 12:00 noon, join us for the General Session Luncheon, and exciting panel of "Real Estate Heavyweights" – Zillow, Trulia, and REALTOR.com – who will be discussing the future of online search portals. Join the discussion and get answers to your questions about the Zillow/Trulia merger, "zestimates," the accuracy of property listings, online leads, search traffic and more.

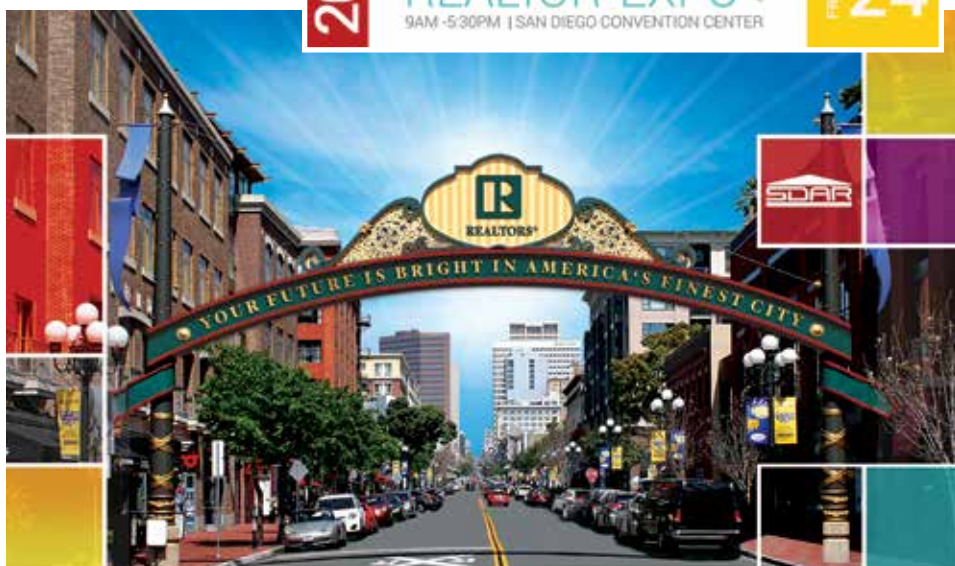
REALTOR®Plus HEADSHOTS

SDAR's REALTOR®Plus members have an added bonus of having a professional headshot taken at no cost at the REALTOR®Plus booth.

BREAKOUT SESSIONS

Break away from the trade show for an hour and attend one of our popular morning and afternoon educational breakouts. Hot topics include:

- Know Your Member Benefits (10K Statistics, Realty APX, RE Website Pro, Dizzle, and Buyer MLS)
- REALTOR® Safety Skills (Self-defense tips, safety product demos, and more)



- RESPA/TILA Changes: Debuting Aug. 1 (Get set for the biggest changes in 40 years)
- The Digital Shootout (Gadgets, drones, and professional tips)
- "Yikes! That's a Violation?" (Be aware of the top CalBRE violations)
- 2015 Tech Must-Haves (Technology tools you can't live without)

Due to popularity in recent years, reservations are required for the breakout sessions upon registration for the Expo.

BOX LUNCHES

Take a break at midday. For those not attending the General Session, box lunches will be available for purchase in the Expo Hall. Relax and take in the view of San Diego Bay from the Mezzanine terrace.

RECEPTION & GIVEAWAYS

Wrap up your day at our reception from 4:30 to 5:30 p.m., and mingle with attendees and vendors at the SDAR booth at the center of the trade show floor. And who knows, you might win one of our raffle giveaways!

REGISTER

Tickets to a full day of the trade show, breakout sessions, and reception are only \$7 for SDAR Members (\$10 for non-members). Combine your registration with tickets to the General Session and your cost is only \$29 for SDAR Members (\$69 for non-members). When you register online, use promotional code NEWS2015 for \$10 off General Session tickets. You'll also save on parking at the Convention Center at the Expo website: www.sdarexpo.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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School Scout – Become the School Expert for Your Clients

The real estate mantra "location, location, location" should include the sub-heading "schools, schools, schools." It's the time of year when families consider moving to get their children into a good school district.

A "Back to School" survey conducted by Realtor.com analyzed how much impact school boundaries have on buyers looking to purchase a home within two years. The survey found that school district boundaries impact the buying decision for more than 60 percent of home buyers surveyed: They would pay above budget just to live in an area where their children could attend

schools with a good reputation. Over 90 percent said that school district boundaries were "important" or at least "somewhat important" in their consideration of where to live.

A new tool developed exclusively for members of the Greater San Diego Association of REALTORS® will help agents to become more knowledgeable about the schools located in their communities and position themselves as the local school experts.

Developed exclusively for SDAR members in San Diego County, School Scout is an easy-to-use interface that combines MLS listings with accurate school

data. Agent can now pull MLS listings within specific school boundary areas and filter them by specific home criteria. Or they can search by school or district name, address or MLS number, and school scores.

Best of all, agents can set up listing alerts and easily create custom, branded reports for their clients with relevant school and home data.

Some agents may be satisfied with the school information that's available on the MLS interface or for free on Zillow or Greatschools.org. This data is often incomplete, stale, or "fragment-



HAPPY SPRING!

Greetings, REALTORS®! With the recent switch to Daylight Savings Time, we are reminded that it's time to start thinking about the spring buying season. The busiest time of the year for our industry, spring is an annual opportunity to put our best foot forward and advance our clients' interests.

As REALTORS®, we do much more than just sell real estate. We serve as counselors and confidantes to our clients. In this role, it is our responsibility to stay up to date on the latest market trends, lending policies and inventory levels, while also educating clients on the same. In this way, we can truly serve all of our clients' needs.

So, with spring in mind, I'd like to share some basic tips to remember as you prepare for our annual busy season:

1. Think like a home buyer or seller

You're not the only one getting ready for spring. People who are thinking about putting their homes on the market, or people who are thinking about buying, are interviewing REALTORS® now. To be best prepared for the interview, keep the following in mind:

Sellers know their choice of listing agent makes all the difference in the world in terms of how fast their home sells and for how much. They are asking coworkers, friends and family for referrals. Once you get the call for the interview, prepare by putting together the perfect marketing plan tailored to the sellers' needs. Your plan should also demonstrate your comprehensive knowledge of the neighborhood and surrounding market.

2. Take care of the little things

Every REALTOR® worth their salt knows that a neat, clean house is a must for a good showing experience. But your seller will be especially impressed with your knowledge of the little things that make a huge difference in how a house shows, like:

- Clean Sliding Door Tracks – Not only is the debris in the tracks a turn-off, you don't want buyers to struggle to open the door.
- Clean Light Bulbs - If the home still has older incandescent lightbulbs, dust them off to make sure they shine their brightest. Or better yet, swap them out for modern, efficient LED or CFL light bulbs.
- Reorganize Bookshelves – Not only is this task free, it makes a remark-

able impression in terms of visual editing and lending smooth, clean lines to bookcases. The goal is to have enough books to fill the majority of the space without the appearance of crowding.

3. Demystify the financing process

If you've been in the business for a while, you probably have a good handle on financing. But your client may not. Take the time to clearly communicate the ins and outs with buyers. Make sure they understand they need to be pre-approved for a loan, not just pre-qualified. And ask yourself if you have established good relationships with lenders and brokers that will allow you to make the best referral possible for your client. A good mortgage broker can answer all of your clients' questions and walk them through the processes, helping to calm the fear of the unknown and make for the smoothest possible transaction.

4. Check the house number:

As an experienced REALTOR®, you're probably become quite adept at finding hard-to-find addresses. You know, that condominium complex with the winding streets and indecipherable numbering system, or the canyon

communities with roads that suddenly end. That phrase "You can't get there from here," can be maddening to hear for an eager home buyer. So even though you're an expert, other agents and buyers may not be.

Ask yourself if you've done everything you can to make your client's home as "findable" as possible. Take a look at the front of the home. Is the house number plainly visible from the street and well-illuminated at night? Are the numbers painted a clearly contrasting color from the surface on which they're mounted? Have the numbers become obscured by foliage?

Members, the spring selling season is here! Hopefully these tips will help remind you of the all the things, large and small, we can do for our clients to make the buying or selling experience as easy and successful as possible. I wish you all the best of luck and remember that SDAR is here to help.

Happy spring!

Chris Anderson

The San Diego REALTOR®

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SDAR ANNUAL EXPO – REGISTRATION IS OPEN!



MICHAEL T. MERCURIO

Members – you don't want to miss our annual Expo happening Friday, April 24, at the San Diego Convention Center! The theme for this year's Expo is "REALTORS®, The Future is Bright in America's Finest City!"

This is the largest REALTOR® event in San Diego County, with an expected attendance of more than 2,000!

Our Annual Expo will feature six fantastic breakout sessions covering:

- **Your Member Benefits Uncovered** – Almost like a "Member Benefit Speed Dating!"
- **REALTOR® Safety Skills** – Short lecture followed by safety product demonstrations, and a live self-defense class.
- **RESPA/TILA Changes**- Now is the time to start thinking about the major changes coming August 1.
- **The Digital Shootout** – Gadgets, Drones, and also MLS Compliance for listing photos.

- **"Yikes! That's a Violation?"** (Be aware of the top CalBRE violations)
- **2015 Tech Must-Haves** – LinkedIn, DocuSign, Pinterest, and more!

There's also a special brokers-only session on "Risk Management: BRE Compliance." Learn from the experts how to keep you and your agents in compliance!

The topic for this year's dynamic – and controversial – General Session Luncheon (separate ticket price) is

"Real Estate Heavyweights- Zillow/ Trulia, Move/Realtor.com Discuss The Future of Online Search Portals," moderated by Victor Lund of the WAV Group, and opened by Saul Klein, CEO of Point2 Syndication. This is a must-attend event!

In addition to these informative sessions, check out our trade show with more than 200 real estate vendors!

Finally, we'll wrap up the day with a free reception featuring raffles and giveaways during our free SDAR mem-

ber reception!

For more information and registration, visit www.SDARexpo.com. So please plan on joining us for an information-packed day of education, networking and more. I can't wait to see you there April 24!

Michael Mercurio

ATTENTION TOP AGENTS

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Home sales increase in February; median prices on stable course

Sales of previously owned homes ticked up in February after a particularly slow January, according to housing statistics gathered by SDAR. Single-family homes sales rose 7 percent in February, while condominiums and townhomes saw an 11 percent jump over last month. For the year, total sales are down about 6 percent from 2014.

Median prices continue to demonstrate the stabilization of the market, with both detached and attached home prices rising slightly in February. Single-family homes hit the mark at \$500,000, while condos and townhomes are hovering around the \$335,000 mark.

Active listings on the Multiple Listing Service (MLS) have not budged much, at just under 6,000, resulting in a housing stock of about 2.5 months. (Five to six months is considered a healthy inventory level.) In February, the average number of days that homes remained on the market stood at 52, unchanged from last month.

"These are good numbers, said SDAR's 2015 Board President Chris Anderson. "We expect this trend to continue as we head into the spring and summer selling season. If inven-

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NEW SOUTH COUNTY CENTER GETS READY

Last month members got a grand “preview” of SDAR’s newest “Just Knock” location and service center in Chula Vista which will officially open for business in April. The current South County center will be moving from the Eastlake Shopping Center to the Terra Nova Plaza at 300 East H Street, Suite 1001. Attendees enjoyed food,

giveaways, and a ribbon cutting with guests Chula Vista Mayor Mary Salas and Councilmember John McCann. As a “Just Knock” location, the center will offer discounts for SDAR members’ clients on moving supplies and shipping services, along with the customary membership services and convenient classroom trainings.



FEBRUARY REALTOR® APPLICANTS

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

DESIGNATED REALTORS®

John Askelson - JL Home Realty
 Laura Boat - Laura Boat, Broker
 Tristan Cerenzie - Tristan Cerenzie, Broker
 Meredith Cleveland - Marisol Residential Group
 Michael Cooper - Michael R. Cooper, Broker
 Stephen Davis - Davis Coastal Properties
 Steve Filsinger - Asset Alliance, Inc.
 Kenny Fincher - WRMA Realty
 Noam Ganel - Ganel Realty
 Virginia Gibbs - Virginia Gibbs, Broker
 Elvia Gonzalez - Equity California Real Estate
 William Hays - Coastal Homes of San Diego
 Bruce Hill - San Diego Homes for Sale
 Paul Jacinto - Harding Realty, Inc.
 Dennis Law - Dennis Law, Broker
 Clifton Maddox - Home Sweet Home Realty
 Sharon McDonald - Cic Investments
 Benjamin Plaxco - Ben Plaxco Realty and Loans
 Gary Seitrich - Gary Seitrich, Broker
 Albert Shapiro - Albert Shapiro, Broker
 Alejandro Solorio - Casasol Real Estate
 Brian Trotier - Brian Lee Trotier, Broker
 Nancy Wetteland-Read - Wetteland Read Real Estate

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Bryce Acosta - Keller Williams Carmel Valley
 Thelma Alaniz - Coldwell Banker Royal Realty
 Sheryl Ann Alvarado - W.T. Haaland Realty
 Nancy Anderson - Willis Allen Real Estate
 Stan Anderson - Time Real Estate
 Barlay Anthony - Pacific Sotheby's Int'l Realty
 Jefferson Baker - Bly's Realty Group
 Azita Alyssa Baxter - Coldwell Banker Res. Brokerage
 Suzanne Bissonnette - RE/MAX United
 Rachel Bos - ERA Ranch & Sea Realty
 Stacey Boyer - Matthews & O'Donnell Real Estate
 Ebony Boyle - Realty National, Inc.
 Amy Bramy - Coldwell Banker
 Kevin Brent - 1st Choice Properties, Inc.
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 Dustin Briquet - Realty Source, Inc.
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 Martha Buffa - HomeSmart Realty West
 Jo Reane Burton - Coldwell Banker
 Candace Byrnes - Basic Brokerage Solutions, Inc.
 Alexandra Cardarelli - Pacific Sotheby's Int'l Realty
 Karen Carter-Rae - Beachside Realty
 Sabrina Cassidy - Keller Williams SD Central Coastal
 Lindsey Chavers - Berkshire Hathaway HomeServices

Earlene Chau-Sherman - Realty One Group
 Leslie Correa - HomeSmart Realty West
 Matt Cortez - Century 21 Award
 Toby Daggy - Michael Byrd, Broker
 Ashley Darrow - Chris Beason Realty
 Stephen Davis - Pacific Sotheby's Int'l Realty
 Taylor Davis - Carrington Real Estate Services
 Jeanne Decurgez - Berkshire Hathaway HomeServices
 Jovanna Delgado - Realty World Cares
 Jodi Denton - Berkshire Hathaway HomeServices
 Adrienne Dimeno - Coastal Premier Properties
 Jamie Dockins - Berkshire Hathaway HomeServices
 Suellen Eichman - Chase Pacific
 Kim Embry - Ascent Real Estate, Inc.
 Erika Espinosa Araiza - Berkshire Hathaway HomeServices
 Gennaro Esposito - Willis Allen Real Estate
 Sherry Esteban - Berkshire Hathaway HomeServices
 Cynthia Fenimore - North County Associated Broker
 Sandra Ferguson - Coldwell Banker Residential
 Debra Fisher - Windermere Homes & Estates
 Jim Fishinger - Excel Properties
 John Flaherty - Keller Williams Carmel Valley
 Dominique Fortson - Cabrillo Mortgage & Realty Services
 Nebojsa Franciskovic - Pacific West Finance & Dev. Co.
 Heather Frincke - HomeSmart Realty West
 Diana Gallardi - Sea Coast Exclusive Properties
 Jessica Gamboni - Realty Executives REALTORS®
 Celli Geyer - Allison James Estates & Homes
 Gina Gladstone - Global Realty & Investment Co.
 Nancy Goodman - Keller Williams Carmel Valley
 Kamisha Greene - Chameleon/Red Hawk Realty
 Erika Guerrero - Basic Brokerage Solutions, Inc.
 Martha Guillen - Brady Harris Real Estate
 Subashinie Gunawardana - Coldwell Banker Res. Brokerage
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 Lance Hatfield - OnQu Realty, Inc.
 Jayms Henson - Morgan Realty, Inc.
 Shannon Herbert - Keller Williams SD Metro
 Dan Holbrook - Bonnie Payne, REALTOR®
 Danielle Hoolko - RE/MAX United
 Thu Huynh - C21 Gieseler/Bradford & Assoc.
 Jamal Ibrahim - Summit Realty Group
 Annie Jackman - Keller Williams Realty
 Maribel Jackson - Pacific Sotheby's Int'l Realty
 Tracey Jenkins - Coldwell Banker Res. Brokerage
 Yong Jia - Top Notch Realty, Inc.
 Ryan Judson - Berkshire Hathaway HomeServices
 Kathleen Jurowski - Windermere Homes & Estates
 Kai Kamp - Cabrillo Team Realty
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 Abby Keese - Realty One Group
 Venus Kefu - Coldwell Banker Residential
 Julie Kerwin - Coldwell Banker Residential
 Hamit Kilic - Joseph C. McLaughlin
 Allison Kiwano - C-21 Gieseler/Bradford & Assoc.
 Delma Lamando - HomeSmart Realty West

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 Carrie Lincoln - Abacus Properties, Inc.
 Bente Maersk - Century 21 United Brokers
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 Erin McConkey - Academy Properties
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 Artur Nersisyan - Coldwell Banker Residential
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 David Bryan - Pacific Sotheby's Int'l Realty
 Susana Carranza - HomeSmart Real Estate
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NMLS ID 653792



Jenna Tolman
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Dreema Brown
Sr. Mortgage Consultant
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NMLS ID 512330



Greg Wickstrand
Sr. Mortgage Consultant
619-471-1708
NMLS ID 664707



Tim Fiero
Sr. Mortgage Consultant
619-223-4184
NMLS ID 681631



Mark Schumann
Sr. Mortgage Consultant
858-688-1617
NMLS ID 237029



Ryan Amaro
Mortgage Consultant
619-729-1161
NMLS ID 1101389



Armando Formariz
Sr. Mortgage Consultant
619-733-3697
NMLS ID 294420



Chris Young
Mortgage Consultant
949-340-2622
NMLS ID 1221129



Scott Miller
Mortgage Consultant
949-228-2497
NMLS ID 1238171



Shawn Gallup
Sr. Mortgage Consultant
951-219-4373
NMLS ID 1007912

CRASD DEAL MAKERS - THE BEST IN COMMERCIAL REAL ESTATE



The Commercial Real Estate Alliance of San Diego (CRASD) hosted its annual Deal Maker Awards on February 19 at Balboa Park's Hall of Champions. CRASD partnered with the San Diego Business Journal to present these top real estate deals. Winners were chosen in six categories including: apartment/multi-family, industrial, lease, land, office, and retail.

Expert judges evaluated nominations based on overall significance, impact in the community, size, value, overall quality, and degree of diffi-

culty. The judges included Rick Chess, president of ABC Realty Investments; Chip Clarke, president of Americas Transwestern; and Dave K. Clark, management director of M-R Capital, LLC.

In addition, Tom Turner of Procopio Cory Hargreaves & Savitch received the Community Service Award, and Mark Riedy, recently retired from the University of San Diego Burnham-Moores Center for Real Estate, was honored with a Lifetime Achievement Award.



2015 DIRECTORS OF THE COMMERCIAL REAL ESTATE ALLIANCE OF SAN DIEGO

The Commercial Real Estate Alliance of San Diego, a division of SDAR, has introduced its 2015 board of directors. Back row, left to right: President-Elect Vince Provenzano (Pacific Coast Commercial), President Rick Alexander (Sperry Van Ness), Steve Miller (formerly with the San Diego Business Journal), James Tostado (Hibiscus Real Estate). Front row: Secretary Dorothy Surdi (Sperry Van Ness) and Treasurer Brian Nelson (South Coast Commercial). Pictured in column at right: Past President Curtis Gabhart (Keller Williams Carmel Valley), Barbara Kreis (Sperry Van Ness), and Jim Taylor (Sperry Van Ness).



THE 2015 AWARD WINNERS WERE:

Best Deal of the Year

10895 Thornmint (Bill Dolan, CBRE; James Duncan, Mickey Morera, Cushman & Wakefield)

Most Innovative Deal of the Year

Grossmont Center (Mike Moser, Jeb Bakke, Jon Bilger, CBRE)

Apartment/Multi-Family Up to \$5 Million

El Dorado Manor (Curtis Gabhart, Gabhart Investments, Inc./KW Commercial; Philip Buckley, CBRE)

Apartment/Multi-Family Over \$5 Million

Windsong (Steve Huffman, Allen Chitayat, Berkadia)

Industrial Deal Up to \$5 Million

9630 Aero (Rick Alexander, Mel Coffman, Mark Hughes, KW Commercial)

Industrial Deal Over \$5 Million

Underground Elephant/TR Produce Building (Steve Martini, Quality/First Commercial)

Land Deal Up to \$5 Million

Smythe (Mack Langston, Icela Wittkopp, Pacific Coast Commercial)

Land Deal Over \$5 Million

San Diego Tech Center (Lynn LaChapelle, Bob Prendergast, JLL; Adam Edwards, KC Sheipe, Eastdil Secured)

Leasing Deal Below 10,000 Square Feet

Mission Courtyard (Doug Ceresia, NAI San Diego; Nicole Winters, JLL)

Leasing Deal Over 10,000 Square Feet

Illumina Expansion Build to Suit (Bret Gossett, Alexandria Real Estate Equities, Inc; Steve Rosetta, Cushman & Wakefield)

Office Deal Up to \$5 Million

Art on 30th (Marc Frederick, Colliers International; Shirley Kanamu, Pacific Coast Commercial)

Office Deal Over \$5 Million

San Diego Office Portfolio (Nick Psyllos, Don Curtis, Ryan Gallagher, Michael Leggett, Tim Wright, HFF; Ryan Egli, Rob Merkin, CBRE; Brett Ward, DTZ formerly Cassidy Turley; Jay Alexander, JLL)

Retail Deal Up to \$5 Million

San Ysidro Swap Meet (Curtis Gabhart, Gabhart Investments, Inc./KW Commercial; Rick Hardy, Jim Taylor, Tony Yousif, Sperry Van Ness/Finest City Commercial, Inc.)

Retail Deal Over \$5 Million

Creekside Plaza (CJ Osbrink, Ryan Gallagher, Jeff Bramson, Jaime Fink, HFF)

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ed" across multiple sources. It may not show grade levels, API school scores, etc. Even the California Department of Education's data is based on a weighted average and doesn't include scores from the most recent 2013-14 school year.

The School Scout application addresses this problem and offers data in one central interface in a format relevant to real estate agents. It augments the available information with online reports that are not otherwise readily available, including the School Accountability Report Card (SARC) which is provided by the district and Five Year School Trend Reports that included API test scores and demographic historical data.

Testimonials from agents using School Scout mention its user-friendly website and its time-saving qualities. "It gives

me instant credibility with school conversations," said one California agent. "It allows me to acquire buyer meetings. It provides a tangible reference to support the value of a home."

Special Pricing for SDAR Members

Until April 1, SDAR members receive School Scout for \$119 (40% off the annual rate - use promo code: SDAR) After April 1, the rate for SDAR members is still 10% off, or \$179.

The monthly no-contract fee for SDAR members is \$19 per month (50% off). With a 12-month contract the fee for SDAR members is \$15 per month (also 50% off).

Learn more and sign up with promo code SDAR at www.schoolscout.com.

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UNLOCK THE SECRETS OF ZIPFORM

By Regina P. Brown

Back in the “olden times” when I began my real estate career (the 1980s), we used carbon paper to write our offers by hand. We were thrilled when the fax machine was invented, but we could barely read contracts that had been faxed several times. We would drive around to meet people and get their signatures, often racking up thousand-dollar FedEx bills to overnight files.

With the development of zipForm, it’s all automated now. Writing a contract is quick and simple and smooth. We can set up templates to automate the forms. All the transaction data is saved for subsequent documents. Multiple copies are printed at the click of a mouse. Professional-looking PDF copies can be emailed in seconds, and sent for digital signatures instantly.

If you grew up with technology, perhaps you take it for granted. But after years of using hand-written forms with carbon paper, I certainly appreciate how the California Association of Realtors® has utilized technology for

us. The best benefit is that zipForm is included FREE with your annual REALTOR® membership!

Whether you’re a newbie REALTOR® in need of basic zipForm training, or a seasoned agent looking to learn about all the advanced features, join us for a great SDAR training course. ZipForm is offered quarterly at various SDAR service centers around San Diego county. The next course is:

Date: Thursday, March 26

Time: 9:00 am – 12:00 noon

Location:

Solana Beach Service Center
981 Lomas Santa Fe, Ste. E
Solana Beach, CA 92075

Instructor:

Kevin Burke, JD, real estate broker

Bring your laptop (not iPad or tablet) to this 3-hour lab and you will learn how to create offers, set up templates, and fix settings to become BRE compliant with your signature line. Kevin Burke will explore each of the tabs and unlock the “secret” features that save you time and effort. “It’s sur-

prising how easily the program adapts to all three levels: Basic, intermediate, and advanced,” said Burke.

Come with your questions to be answered. Log in with your username and password before the course. While there isn’t enough time to troubleshoot problems, this fast-moving workshop will teach you many helpful tips, tools, and tricks.

Burke also touches on zipVault and e-signatures. He shows how to navi-

gate zipForm’s powerful features and have the best technology at your fingertips. Lastly, you will learn how to get access to the local risk management forms created and maintained specifically for you, the SDAR member.

For more information, please visit www.sdar.com/education

(Regina P. Brown is a member of the SDAR Education Committee.)



REAL ESTATE IS YOUR BUSINESS: ENROLL IN ‘AGENT ESSENTIALS’

There is a common thread among who are entering the real estate industry. All too often new agents do not look at their decision to enter the real estate industry as starting a business.

In this light, the Greater San Diego Association of REALTORS® offers a program to help new REALTORS® become successful through the five-day “Agent Essentials” course. Topics to be covered include the process of creating a business plan, creating a schedule, working with buyers and sellers, and how escrow, title and lending works.

Within SDAR's goal of being the “go-to” association contributing to the success of the real estate professional, Agent Essentials will be delivered over five days and cover all of the basic training all new agents need, but will also sharpen the skills of even the most seasoned agent.

THE APRIL 2015 SESSION RUNS AS FOLLOWS:

Wednesday, April 15

Goal Setting and Business Planning: Building a Business Plan Around Your Goals

10:00 a.m. – 4:00 p.m.

Thursday, April 16

Strategic Planning: Building a Business Model that Works

10:00 a.m. – 4:00 p.m.

Monday, April 20

Real Estate Sales: Techniques to Attract and Engage Buyers and Sellers

10:00 a.m. – 4:00 p.m.

Monday, April 27

Effective Communication: Learn the Language of Real Estate Sales and How to Reduce Risk by Educating Your Client

10:00 a.m. – 4:00 p.m.

Tuesday, April 28

Escrow, Title & Lending: What Every Agent Needs to Know (Panel)

1:00 p.m. – 4:00 p.m.

Cost for the entire five-day session is only \$150 for SDAR members (savings of \$50), and \$250 for non-members (savings of \$25). You can also take individual sessions. Bette Curtis, a REALTOR®/Broker for more than 30 years, and an expert in real estate procedures and real estate law, will be leading the April sessions.

Visit www.sdar.com/education for details or call (858) 715-8040.

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FEBRUARY STATISTICS DETACHED HOMES

Current Year - 2015							Previous Year - 2014						
		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	16	23	66	57	\$518,000	\$530,000	14	25	55	54	\$540,000	\$552,000
91902	Bonita	9	23	33	54	\$530,000	\$580,000	8	19	63	78	\$567,500	\$550,000
91905	Boulevard	0	0	0	0	\$0	\$0	2	2	120	120	\$75,400	\$75,400
91906	Campo	2	5	47	54	\$250,000	\$223,000	2	4	86	90	\$177,500	\$180,000
91910	Chula Vista	31	51	61	49	\$425,000	\$417,200	24	45	32	32	\$400,500	\$380,000
91911	Chula Vista	28	55	32	40	\$382,500	\$385,000	33	65	68	49	\$355,000	\$375,000
91913	Chula Vista	15	41	86	60	\$520,000	\$460,000	22	50	45	62	\$460,000	\$460,000
91914	Chula Vista	14	28	27	45	\$592,500	\$595,000	13	18	62	57	\$590,000	\$605,000
91915	Chula Vista	14	35	63	59	\$458,250	\$480,000	23	37	49	51	\$450,000	\$456,500
91916	Descanso	1	2	211	184	\$190,000	\$212,500	0	0	0	0	\$0	\$0
91917	Dulzura	2	2	163	163	\$412,500	\$412,500	0	1	0	14	\$0	\$399,000
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91932	Imperial Beach	7	14	32	33	\$460,000	\$437,500	4	10	40	39	\$378,700	\$389,700
91934	Jacumba	1	2	4	55	\$175,000	\$142,500	1	1	114	114	\$67,000	\$67,000
91935	Jamul	5	13	49	54	\$715,000	\$600,000	8	9	98	90	\$444,500	\$449,000
91941	La Mesa	18	37	40	42	\$522,500	\$525,000	26	48	55	49	\$513,750	\$514,000
91942	La Mesa	20	42	40	43	\$440,000	\$423,250	17	26	32	40	\$382,000	\$387,500
91945	Lemon Grove	20	39	28	31	\$373,500	\$378,000	12	26	25	37	\$318,000	\$326,400
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91950	National City	8	25	9	44	\$366,250	\$330,000	14	23	52	48	\$308,750	\$305,000
91962	Pine Valley	2	2	12	12	\$338,500	\$338,500	6	9	104	76	\$298,458	\$292,215
91963	Potrero	0	1	0	202	\$0	\$245,000	0	0	0	0	\$0	\$0
91977	Spring Valley	40	66	37	47	\$353,700	\$363,700	43	70	45	42	\$340,000	\$331,500
91978	Spring Valley	2	11	36	62	\$385,500	\$425,000	5	7	53	43	\$363,500	\$378,300
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	6	10	121	119	\$1,008,000	\$940,000	3	5	40	32	\$688,700	\$688,700
92004	Borrego Springs	6	9	184	142	\$332,000	\$260,000	8	13	98	79	\$260,000	\$225,000
92007	Cardiff By The Sea	5	9	101	88	\$715,000	\$715,000	7	13	48	68	\$975,000	\$1,270,000
92008	Carlsbad	7	16	25	45	\$760,000	\$797,000	15	30	52	51	\$713,000	\$732,500
92009	Carlsbad	30	59	62	58	\$879,000	\$874,625	32	60	51	45	\$815,000	\$810,000
92010	Carlsbad	6	12	54	65	\$620,000	\$650,000	16	22	63	54	\$586,000	\$589,500
92011	Carlsbad	10	24	47	43	\$862,500	\$830,200	14	24	53	49	\$752,500	\$783,500
92014	Del Mar	13	20	89	80	\$1,500,000	\$1,464,000	16	31	106	94	\$1,637,500	\$1,777,825
92019	El Cajon	19	36	109	81	\$550,000	\$515,000	31	56	45	48	\$485,000	\$432,500
92020	El Cajon	28	47	52	51	\$496,250	\$469,000	23	43	55	55	\$358,000	\$358,000
92021	El Cajon	19	35	77	69	\$385,000	\$400,000	16	42	46	51	\$402,500	\$387,500
92024	Encinitas	18	48	32	45	\$803,500	\$946,000	21	47	37	52	\$745,000	\$940,000
92025	Escondido	22	38	51	52	\$429,450	\$445,000	21	33	56	55	\$515,000	\$515,000
92026	Escondido	37	55	61	54	\$425,000	\$442,500	20	46	51	62	\$410,250	\$399,500
92027	Escondido	36	65	58	51	\$413,750	\$389,000	30	53	55	50	\$394,750	\$363,000
92028	Fallbrook	32	60	63	63	\$460,500	\$485,000	45	89	56	61	\$470,000	\$455,000
92029	Escondido	8	20	126	89	\$801,500	\$592,500	5	12	76	50	\$710,000	\$535,000
92036	Julian	3	8	157	130	\$300,000	\$240,000	1	4	65	60	\$195,000	\$210,000
92037	La Jolla	25	53	109	88	\$2,200,000	\$2,010,000	16	43	66	68	\$1,675,000	\$1,675,000
92040	Lakeside	15	28	52	47	\$467,000	\$446,450	14	32	68	48	\$367,500	\$412,500
92054	Oceanside	15	22	34	42	\$440,000	\$559,000	15	31	37	58	\$515,000	\$515,000
92056	Oceanside	36	61	43	44	\$474,000	\$475,000	25	44	28	36	\$450,000	\$426,900
92057	Oceanside	33	66	60	58	\$450,000	\$463,000	33	55	32	32	\$425,000	\$423,000
92058	Oceanside	3	11	138	87	\$411,000	\$420,000	5	13	25	17	\$419,000	\$380,000
92059	Paia	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92060	Palomar Mountain	0	5	0	128	\$0	\$176,000	0	1	0	165	\$0	\$175,000
92061	Pauma Valley	2	2	221	221	\$654,950	\$654,950	2	2	121	121	\$500,000	\$500,000

		Current Year - 2015						Previous Year - 2014					
		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	28	52	34	40	\$593,500	\$582,500	27	54	33	37	\$514,000	\$551,450
92065	Ramona	29	59	68	75	\$401,000	\$401,000	32	61	68	86	\$428,500	\$420,000
92066	Ranchita	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92067	Rancho Santa Fe	13	30	83	111	\$2,550,000	\$2,812,500	8	18	119	131	\$1,925,000	\$2,512,500
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	19	39	40	42	\$455,000	\$460,000	15	35	60	56	\$495,000	\$450,000
92070	Santa Ysabel	1	1	147	147	\$1,100,000	\$1,100,000	1	1	36	36	\$335,999	\$335,999
92071	Santee	25	49	28	38	\$423,000	\$420,000	29	61	54	53	\$419,900	\$405,000
92075	Solana Beach	9	13	23	46	\$1,550,000	\$1,550,000	7	12	50	41	\$1,070,000	\$1,080,000
92078	San Marcos	28	55	39	32	\$617,500	\$620,000	29	58	30	39	\$575,000	\$624,500
92081	Vista	20	38	55	61	\$431,500	\$440,000	13	24	50	49	\$495,000	\$449,950
92082	Valley Center	11	25	51	62	\$480,000	\$479,900	13	27	79	80	\$405,000	\$425,000
92083	Vista	12	29	52	49	\$427,500	\$405,000	15	27	56	44	\$340,000	\$355,000
92084	Vista	25	54	50	44	\$435,000	\$413,500	21	42	52	76	\$379,000	\$437,500
92086	Warner Springs	2	2	39	39	\$386,500	\$386,500	0	1	0	144	\$0	\$335,000
92091	Rancho Santa Fe	0	4	0	161	\$0	\$1,910,000	2	6	105	65	\$1,342,500	\$1,097,500
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	1	2	0	1	\$815,000	\$907,500	1	3	42	34	\$990,000	\$990,000
92102	San Diego	9	21	45	33	\$369,000	\$315,000	7	14	37	32	\$355,000	\$357,500
92103	Mission Hills	6	16	43	64	\$792,500	\$800,000	7	17	52	42	\$680,000	\$866,000
92104	North Park	18	31	42	47	\$575,500	\$585,000	18	32	21	31	\$578,500	\$605,000
92105	East San Diego	15	24	47	37	\$350,000	\$335,000	14	27	34	45	\$290,000	\$280,000
92106	Point Loma	12	27	21	35	\$1,075,000	\$1,000,000	10	25	35	34	\$728,301	\$820,000
92107	Ocean Beach	12	22	22	64	\$807,500	\$820,000	17	27	81	68	\$726,000	\$795,000
92108	Mission Valley	0	1	0	186	\$0	\$750,000	2	3	83	62	\$617,450	\$544,000
92109	Pacific Beach	14	30	60	48	\$1,107,500	\$922,500	15	28	59	47	\$990,000	\$969,500
92110	Old Town SD	9	16	60	56	\$635,000	\$656,750	5	7	90	76	\$650,000	\$650,000
92111	Linda Vista	11	24	32	39	\$425,000	\$457,500	19	35	28	28	\$470,000	\$470,000
92113	Logan Heights	10	19	46	43	\$255,750	\$265,000	15	23	62	58	\$255,000	\$275,000
92114	Encanto	33	66	34	52	\$351,000	\$331,500	52	83	49	50	\$305,000	\$305,000
92115	College Grove	22	41	33	39	\$457,450	\$447,000	25	53	39	42	\$452,000	\$410,000
92116	Normal Heights	18	30	38	43	\$593,750	\$571,750	15	32	39	55	\$440,000	\$444,263
92117	Clairemont Mesa	25	47	37	38	\$529,000	\$520,000	26	45	31	30	\$505,500	\$480,000
92118	Coronado	10	20	116	82	\$1,630,000	\$1,794,000	10	19	105	82	\$1,606,250	\$1,513,000
92119	San Carlos	18	30	41	39	\$510,000	\$522,500	14	31	42	45	\$477,000	\$469,000
92120	Del Cerro	8	22	17	32	\$517,000	\$523,000	20	38	42	37	\$535,000	\$526,500
92121	Sorrento	4	6	36	49	\$937,400	\$821,500	3	4	19	16	\$650,000	\$737,500
92122	University City	9	20	55	53	\$660,000	\$715,000	6	19	18	27	\$603,250	\$700,000
92123	Serra Mesa	14	34	53	42	\$466,000	\$471,000	12	18	69	64	\$446,500	\$455,000
92124	Tierrasanta	9	21	25	39	\$485,000	\$583,500	7	16	40	40	\$531,000	\$513,000
92126	Mira Mesa	35	60	29	31	\$490,000	\$488,750	26	52	32	28	\$461,250	\$459,500
92127	Rancho Bernardo	30	58	71	66	\$1,062,500	\$969,000	20	49	33	48	\$897,950	\$860,000
92128	Rancho Bernardo	37	57	45	42	\$640,000	\$605,000	29	54	28	34	\$607,500	\$623,000
92129	Rancho Penasquitos	24	42	55	53	\$642,000	\$652,500	24	43	41	34	\$637,500	\$630,000
92130	Carmel Valley	23	35	55	57	\$1,075,000	\$1,085,000	26	56	43	41	\$1,000,000	\$1,025,000
92131	Scripss Miramar	16	26	44	39	\$866,563	\$845,500	13	33	56	40	\$745,000	\$799,000
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	11	16	77	65	\$360,000	\$355,000	11	23	39	58	\$298,000	\$300,000
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	18	41	74	63	\$378,000	\$379,000	25	47	45	47	\$368,107	\$354,000
92173	San Ysidro	3	7	47	43	\$350,000	\$350,000	3	6	50	49	\$322,500	\$348,250
GROUP TOTAL COUNTS:		1395	2698					1420	2728				

FEBRUARY STATISTICS ATTACHED HOMES

		Current Year - 2015						Previous Year - 2014					
		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	3	4	61	47	\$215,000	\$215,000	1	3	8	10	\$240,000	\$200,000
91902	Bonita	1	2	9	11	\$199,000	\$212,000	3	6	45	85	\$300,000	\$270,750
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	6	14	55	50	\$284,750	\$292,500	19	29	34	42	\$255,000	\$222,000
91911	Chula Vista	7	15	83	55	\$265,500	\$236,500	10	24	40	69	\$233,800	\$223,800
91913	Chula Vista	20	34	55	57	\$304,000	\$315,250	15	32	67	46	\$282,500	\$283,200
91914	Chula Vista	3	7	33	86	\$315,000	\$305,000	8	12	80	88	\$287,500	\$286,000
91915	Chula Vista	14	25	31	40	\$331,000	\$334,000	18	30	66	63	\$315,000	\$303,250
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	5	11	86	82	\$415,000	\$347,000	4	6	127	89	\$317,000	\$250,750
91934	Jacumba	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91935	Jamul	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91941	La Mesa	1	4	133	80	\$204,000	\$202,000	1	4	5	21	\$263,000	\$256,000
91942	La Mesa	10	18	28	25	\$287,500	\$263,500	8	19	23	33	\$262,750	\$239,900
91945	Lemon Grove	1	5	11	32	\$215,000	\$215,000	2	2	208	208	\$186,000	\$186,000
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91950	National City	4	9	10	25	\$211,500	\$215,000	2	7	57	93	\$200,250	\$142,500
91962	Pine Valley	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91977	Spring Valley	5	8	32	34	\$220,000	\$231,500	2	7	82	105	\$159,000	\$145,000
91978	Spring Valley	4	4	15.5	16	\$225,000	\$225,000	2	5	111	102	\$156,000	\$202,000
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	0	0	0	0	\$0	\$0	0	2	0	74	\$0	\$273,750
92004	Borrego Springs	3	6	84	55	\$60,000	\$63,501	3	4	144	110	\$85,000	\$92,500
92007	Cardiff By The Sea	3	6	45	45	\$560,000	\$540,000	2	8	8	22	\$426,000	\$565,000
92008	Carlsbad	6	9	52	47	\$428,000	\$429,000	8	14	46	44	\$524,500	\$572,500
92009	Carlsbad	19	34	55	43	\$380,000	\$387,500	17	40	49	54	\$357,500	\$395,000
92010	Carlsbad	5	8	24	42	\$442,500	\$437,500	8	11	28	47	\$391,250	\$390,000
92011	Carlsbad	9	17	50	56	\$525,000	\$562,500	4	13	44	47	\$465,000	\$488,000
92014	Del Mar	3	10	125	60	\$419,000	\$790,500	5	10	111	100	\$635,000	\$647,500
92019	El Cajon	6	13	45	43	\$281,250	\$259,000	16	28	62	57	\$235,000	\$235,000
92020	El Cajon	3	10	17	66	\$160,000	\$162,500	10	17	19	57	\$174,500	\$166,000
92021	El Cajon	4	7	52	50	\$255,000	\$195,000	7	16	59	72	\$180,000	\$177,500
92024	Encinitas	13	21	47	40	\$458,000	\$455,000	9	24	40	45	\$465,000	\$475,000
92025	Escondido	2	7	131	84	\$167,500	\$180,000	4	7	40	50	\$180,000	\$185,000
92026	Escondido	10	20	46	49	\$232,500	\$240,000	16	25	45	57	\$198,500	\$210,000
92027	Escondido	3	13	25	59	\$290,000	\$260,000	3	5	7	28	\$149,900	\$150,000
92028	Fallbrook	4	6	110	135	\$331,000	\$324,000	4	7	55	43	\$262,500	\$250,000
92029	Escondido	0	0	0	0	\$0	\$0	2	3	29	38	\$262,500	\$261,000
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92037	La Jolla	22	44	76	80	\$870,500	\$700,000	20	44	58	73	\$539,500	\$492,500
92040	Lakeside	3	7	57	35	\$146,000	\$128,000	9	12	30	32	\$158,000	\$158,500
92054	Oceanside	6	25	38	42	\$547,000	\$455,000	7	15	102	83	\$307,000	\$350,000
92056	Oceanside	15	30	36	44	\$309,000	\$289,500	23	39	41	36	\$285,000	\$282,500
92057	Oceanside	23	36	32	41	\$249,900	\$229,000	18	36	60	52	\$212,000	\$209,500
92058	Oceanside	7	14	20	51	\$275,000	\$236,500	7	11	17	28	\$237,000	\$237,000
92059	Pala	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92060	Palomar Mountain	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92061	Pauma Valley	0	0	0	0	\$0	\$0	0	1	0	53	\$0	\$305,000

		Current Year - 2015						Previous Year - 2014					
		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	4	5	70	57	\$379,450	\$379,900	8	11	30	56	\$272,500	\$281,300
92065	Ramona	2	4	52	61	\$248,950	\$218,450	4	6	91	71	\$187,250	\$187,250
92066	Ranchita	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92067	Rancho Santa Fe	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	7	9	62	60	\$300,000	\$243,000	6	12	63	54	\$257,000	\$234,000
92070	Santa Ysabel	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92071	Santee	15	27	74	59	\$250,000	\$253,000	21	37	32	45	\$272,000	\$272,000
92075	Solana Beach	7	11	33	27	\$937,500	\$835,000	4	12	82	62	\$982,000	\$757,000
92078	San Marcos	24	36	58	56	\$368,100	\$351,000	15	27	50	53	\$383,000	\$342,000
92081	Vista	6	11	31	34	\$230,000	\$235,000	4	11	44	56	\$325,750	\$215,000
92082	Valley Center	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92083	Vista	5	7	111	100	\$259,000	\$259,000	4	6	37	43	\$212,551	\$207,500
92084	Vista	5	5	56	56	\$264,800	\$264,800	5	6	88	75	\$242,000	\$244,000
92086	Warner Springs	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92091	Rancho Santa Fe	0	1	0	102	\$0	\$710,000	4	4	46	46	\$720,000	\$720,000
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	56	103	36	40	\$522,500	\$520,000	59	125	51	53	\$430,000	\$416,250
92102	San Diego	1	3	11	67	\$390,000	\$255,000	7	10	47	54	\$238,000	\$241,500
92103	Mission Hills	21	33	29	36	\$450,000	\$435,000	16	30	52	73	\$545,000	\$454,500
92104	North Park	5	14	30	34	\$250,000	\$320,000	15	21	34	40	\$225,000	\$236,000
92105	East San Diego	2	6	38	43	\$298,500	\$225,500	10	23	69	62	\$137,500	\$126,000
92106	Point Loma	4	5	21	21	\$492,500	\$430,000	0	5	0	37	\$0	\$600,000
92107	Ocean Beach	4	7	54	37	\$404,000	\$420,000	6	8	69	55	\$364,000	\$366,000
92108	Mission Valley	23	46	58	60	\$260,000	\$265,438	31	50	50	46	\$292,000	\$262,500
92109	Pacific Beach	24	41	64	67	\$568,750	\$560,000	19	43	34	39	\$500,000	\$500,000
92110	Old Town SD	17	26	50	50	\$286,000	\$305,000	12	28	39	37	\$272,500	\$315,000
92111	Linda Vista	14	26	62	57	\$325,000	\$332,250	14	25	47	36	\$350,000	\$368,000
92113	Logan Heights	1	2	116	94	\$165,000	\$145,000	0	4	0	49	\$0	\$195,000
92114	Encanto	0	1	0	12	\$0	\$295,000	0	1	0	142	\$0	\$115,000
92115	College Grove	8	15	46	32	\$192,500	\$220,000	9	23	72	59	\$195,000	\$175,000
92116	Normal Heights	8	12	28	28	\$316,750	\$316,750	12	22	47	55	\$275,000	\$272,000
92117	Clairemont Mesa	4	14	42	41	\$334,000	\$315,258	6	15	41	52	\$327,500	\$310,000
92118	Coronado	6	14	109	69	\$1,061,000	\$1,100,000	9	19	137	105	\$995,000	\$1,050,000
92119	San Carlos	5	9	67	61	\$310,000	\$295,000	3	12	12	24	\$216,000	\$219,000
92120	Del Cerro	8	16	52	57	\$291,500	\$291,500	15	21	58	56	\$205,000	\$197,500
92121	Sorrento	5	6	37	50	\$410,000	\$425,000	2	3	34	24	\$460,500	\$455,000
92122	University City	18	36	57	56	\$382,500	\$382,500	23	44	48	54	\$360,000	\$355,000
92123	Serra Mesa	9	15	108	76	\$370,000	\$355,500	7	18	18	66	\$300,000	\$268,750
92124	Tierrasanta	8	17	74	75	\$405,000	\$382,000	9	13	106	106	\$330,000	\$330,000
92126	Mira Mesa	20	31	40	43	\$268,000	\$275,000	23	47	32	47	\$277,000	\$265,000
92127	Rancho Bernardo	7	20	29	37	\$378,000	\$394,000	13	27	42	40	\$311,500	\$305,500
92128	Rancho Bernardo	21	47	55	48	\$312,000	\$340,000	22	48	59	65	\$320,000	\$317,500
92129	Rancho Penasquitos	9	18	24	34	\$313,000	\$314,000	9	21	25	34	\$280,000	\$290,000
92130	Carmel Valley	14	31	33	38	\$450,000	\$450,000	20	40	25	35	\$444,250	\$422,500
92131	Scripps Miramar	6	15	48	53	\$337,500	\$375,000	15	28	52	58	\$353,000	\$369,500
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	11	20	29	38	\$264,000	\$287,450	12	19	72	58	\$232,500	\$220,000
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	4	6	50	50	\$250,000	\$245,000	5	15	45	33	\$249,000	\$249,000
92173	San Ysidro	4	9	154	115	\$172,450	\$174,900	3	7	177	144	\$152,000	\$170,000
GROUP TOTAL COUNTS:		675	1283					778	1525				

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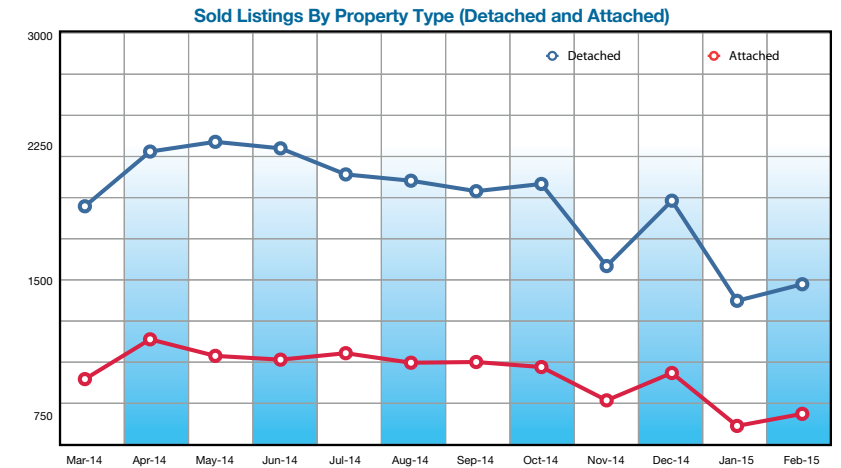
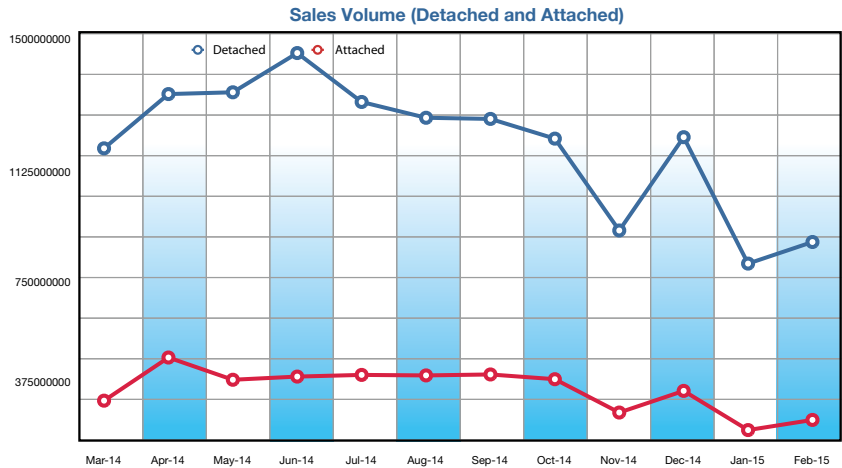
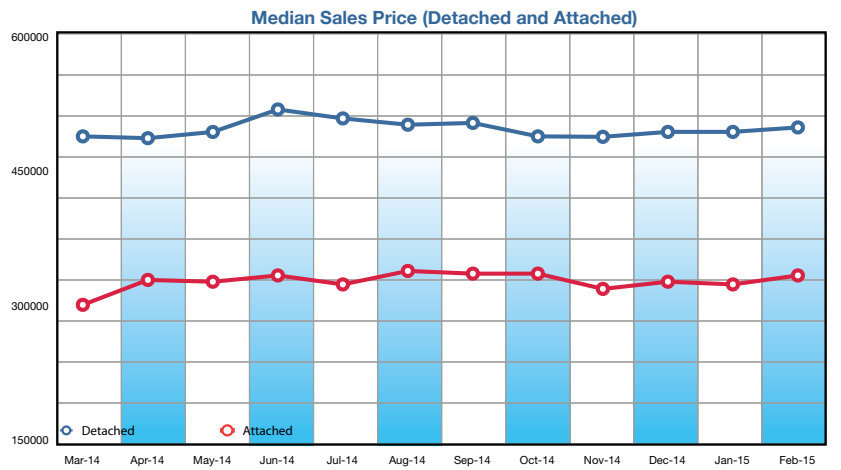
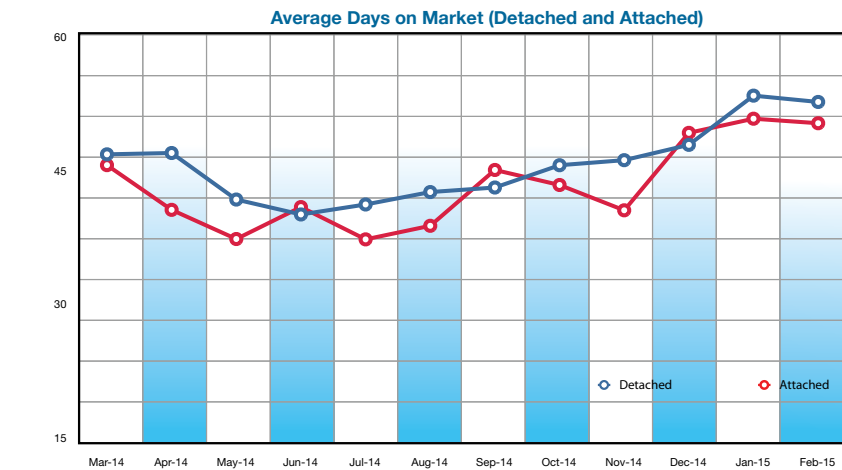
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COMPARATIVE SALES - EXISTING HOMES - FEBRUARY 2015 SAN DIEGO COUNTY

Monthly Report

Monthly Report		DETACHED			ATTACHED		
		Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
1	Ies Volume - Feb. 2015	\$930,446,807	9.944%	6.981%	\$269,855,612	-2.365%	11.820%
2	Average Sales Price - Feb. 2015	\$666,987	11.914%	-0.075%	\$399,786	12.533%	0.721%
3	Median* Sales Price - Feb. 2015	\$500,000	6.383%	1.010%	\$335,000	11.947%	3.077%
4	Sold Listings - Feb. 2015	1,395	-1.761%	7.061%	675	-13.239%	11.020%
5	Average Days on Market - Feb. 2015	53	6.238%	-1.322%	50	-1.816%	-0.994%
6	Total Sales Volume - Feb. 2014	\$846,292,013			\$276,392,139		
7	Average Sales Price - Feb. 2014	\$595,980			\$355,260		
8	Median* Sales Price - Feb. 2014	\$470,000			\$299,250		
9	Sold Listings - Feb. 2014	1,420			778		
10	Average Days on Market - Feb. 2014	50			51		

Year-to-Date Report

Year-to-Date Report		DETACHED			ATTACHED		
		Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
11	YTD Total Sales Volume - Feb. 2015	\$1,800,180,598	6.873%		\$511,186,058	-6.638%	
12	YTD Average Sales Price - Feb. 2015	\$667,228	7.985%		\$398,430	10.972%	
13	YTD Median* Sales Price - Feb. 2015	\$499,000	6.170%	N/A	\$332,000	10.667%	N/A
14	YTD Sold Listings - Feb. 2015	2,698	-1.063%		1,283	-15.869%	
15	YTD Average Days on Market - Feb. 2015	53	5.842%		51	-6.574%	
16	YTD Total Sales Volume - Feb. 2014	\$1,684,404,867			\$547,531,862		
17	YTD Average Sales Price - Feb. 2014	\$617,891			\$359,037		
18	YTD Median* Sales Price - Feb. 2014	\$470,000			\$300,000		
19	YTD Sold Listings - Feb. 2014	2,727			1,525		
20	YTD Average Days on Market - Feb. 2014	50			54		

*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.



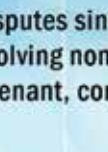
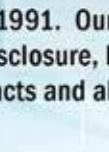
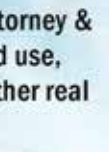
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A PERSPECTIVE ON “WOOD PEST” PROVISIONS IN THE NEW RPA



By Kathy Mehringer

In October 2012 the California Association of REALTORS® leadership team appointed a Study Group to assess the current Residential Purchase Agreement and submit recommendations for revisions.

The Study Group was comprised of practitioners, attorneys, brokers and managers with representation from both Southern and Northern California. Over a two-year period nearly 1,000 comments and suggestions were reviewed and analyzed, and dozens of meetings and conference calls were held. Then, in 2014, the C.A.R. Standard Forms Advisory Committee approved the implementation of a newly revised Residential Purchase Agreement which was released in November 2014.

In many ways the language in this revised purchase agreement is intended to alter the way real estate sales are negotiated in California, establishing greater consistency throughout the state. For example, all of the buyer investigations and due diligence are facilitated in the same manner; the appropriate professional is usually selected, hired, and paid by the buyer.

To accommodate this change, the Allocation of Cost provision no longer includes preprinted reference to sewage disposal systems, domestic wells, or wood pest inspections. In addition, the Wood Pest Allocation of Cost Addendum was retired. The intent of these changes is to eliminate the practice of pre-allocating costs for Section 1 and 2 corrective work. The Purchase Agreement now intends that these items are to be negotiated after all inspections are ordered by the buyer (or seller) and received by all parties.

A buyer may certainly request correction of Section 1 or Section 2 items; the recommended vehicle to make such requests is the C.A.R. Form Request for Repairs which allows both buyer and seller to make educated decisions after all inspections and reports are available for review.

Some companies and/or their agents have opted to create their own “homemade” versions of a Wood Pest Allocation of Cost Addendum; that decision may prove to be risky and should be carefully evaluated by management and brokerage counsel.

When representing sellers it is important that they be advised of the risks associated with agreeing to any repair costs prior to understanding the true financial impact. The sales associate has a duty to counsel and advise clients as to the pros and cons of their decisions. Whether a seller is asked to correct wood pest defects or other property conditions, they should first be aware of the full scope of work and the financial impact of such decisions.

This is one of most significant reasons the “pre-allocation” concept was eliminated. Sellers ought to understand that they have the right to “counter out”

any terms or addenda that pre-allocate unknown costs. Sellers who are considering accepting responsibility for pre-allocated and unknown expenditures are well served by consulting with legal counsel prior to forming such an agreement.

The talking points below may be useful when discussing any repair requests with Buyers and Sellers:

- A pre-allocation of any cost, when an amount has not been spe-

cifically determined, amounts to a blank check and could result in an expense far greater than anticipated.

- A seller who commits in advance to correcting Section 1 and/or Section 2 defects may not fully understand the scope of work required including but not limited to fumigation which can entail a double move. For that reason it may better serve the seller’s interest to wait until the Wood Pest Inspection and Report

is received and reviewed PRIOR to making a decision

- A buyer who commits in advance to accepting responsibility for correcting Section 1 and/or Section 2 defects may not fully understand the scope of work required. For that reason, it may better serve the buyer’s interest to wait until the Wood Pest Inspection and Report is received and reviewed PRIOR to making a decision

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Planomatic
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Real Estate Website Pro
REALTORS® Federal Credit Union
RealtyTech, Inc.
Republic Moving & Storage
Reverse Mortgage Educators
San Diego County Apartment Association
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San Diego Gas & Electric
San Diego Roof Savers
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SDAR Government Affairs Committee
SDAR Housing Opportunities Committee
SDAR RPAC
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Sharp HealthCare
Sierra Pacific Mortgage
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By Stephanie Hahn

We have all been there: Inbox hell, a demon dimension that seems to suck us in and keep us there, pouring through endless requests and truly wasting more of our day than should be possible. It is time to scooby-up and take back our inboxes.

Here are 10 tweaks for your Gmail that I hope will allow you to flex your muscles and finally reclaim your inbox. Wherever possible, I have included links to the tools I mention within the article. Most of the others are Gmail Labs that can be found and enabled by clicking on the gear at the top right of your Gmail, clicking on Settings, and then clicking on the Labs tab.

Send from Gmail (Chrome extension)

This is my personal favorite and one that makes most agents sigh with delight. You know when you are online and you are looking for an email address for a listing agent, but all you see is a link that says "click here to email"? So you click the link and — ugh! — Outlook opens? You quickly hit the cancel button three times to make it go away because you don't

even want to go there. When you finally abort the Outlook setup, go enable the "Send from Gmail" extension, and next time you click on the email icon, this extension will open a lovely little Gmail compose box. Problem solved.

Inserting Images and Cloudy (Chrome extension)

"But I want my listing flyer to open up inside of the email, not just sit there as an attachment!" I hear this often from agents. Just save your flyer as an image, and you can insert the image directly into the email, inside of your compose box. No extra handy-work required. The Cloudy extension, which is a little extra Chrome extension, also allows you to attach images and files from all of your cloud storage services, your social networks, Evernote, and your own device, of course, at the same time. Install the Cloudy Chrome extension, and when you click the cloud in your next email, a new world of possibilities (or at least attachments) opens.

SmartLabels and the Gmail Inbox Tabs (Google Lab add-on)

Give yourself over to the Google and just make sure you are showing a few key labels — All Mail and Spam specifically — so you can quickly check that your mail is routing correctly. The SmartLabels will filter out promotional and newsletter-type e-mails into the Promotions and Updates tabs. All of your social notification e-mails will be filed under the Social tab. To use SmartLabels, go to the Labs tab in your Gmail settings and enable. Go to the Inbox tab under your Gmail settings to work with the inbox tabs. Any emails deemed important or addressed solely to you will show up in Primary. Save time by letting Google sort everything for you.

Canned Responses (Google Lab add-on)

Ever feel like you answer the same questions over and over again? Canned Responses allow you to answer an e-mail once and then use that response whenever the question comes up again. You can still edit your reply or personalize the email as needed. Find the Canned Responses lab in your Gmail settings under Labs and click enable. In a new compose box, type in your canned response and click on the drop-down at the lower right corner of your compose box. Click on Canned Responses and then Save New. Add a title, and you are done!

Undo Send (Google Lab add-on)

For those times when you just need to get it back. Enable the Undo Send in the Labs section of your Gmail settings, and then under the General tab, set the time you have to take a message back. Now when you send an e-mail, you will see the Undo Send countdown at the top of your screen ... but be quick: the longest you can set the undo for is 30 seconds.

Rapportive - Rapportive.com (Gmail only)

Rapportive connects with LinkedIn to show you the skinny on the person you are emailing with. Get their current work information, where they are in your network, see contacts you have in common, and connect with them on LinkedIn in one click.

Find Big Mail - Findbigmail.com (Gmail/Google Apps)

Reclaim inbox space with Find Big Mail. This tool works over your inbox and then shows you your largest messages. A super useful service when you need more space. Just go to their website and enter your Gmail or Google

Apps e-mail address to get started. Find Big Mail goes to work and then sends you an e-mail with the results and links so you can easily find and delete your biggest e-mails that you don't need anymore.

mxHERO - mxhere.com (Gmail, Outlook and others)

mxHERO is my new favorite e-mail tweak. Get total tracking information: when recipients open and read your e-mail, as well as click on any links and attachment downloads. Write and then schedule e-mails to send later. Get notified when your e-mail goes unanswered (you determine the time-frame). And possibly the coolest part: Make your e-mails self-destruct! When you select to self-destruct an e-mail, the message will auto-destroy five minutes after the first read. You will get a read receipt that the person has opened your email (so you know they at least received it).

WiseStamp - wisestamp.com (Gmail, Yahoo!, Outlook and AOL)

Fancy up your e-mail signature with WiseStamp. Add a company logo or your photo, social icons, connect buttons for your LinkedIn profile, like buttons for your Facebook business page, and, well, you get the gist! Of course, you can put all of the regular signature staples in your WiseStamp signature, too, but it can be fun to add a layout, some social promo, and tons of other options to spice up your signature.

Happy Inbox!

P.S. All of these tweaks are FREE.

Stephanie Hahn is the education director for Coldwell Banker Hearthsides, REALTORS® in Collegeville, Pa. Visit her Web site: www.StefanieHahn.com. Her article appeared in the September 2014 edition of REALTOR® Magazine.

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- A seller may wish to authorize the listing broker to arrange for a Wood Pest Inspection and Report prior to receiving an offer because they may wish to anticipate what costs would be associated with any subsequent repair request from the buyer. In that case, the seller needs to understand that the Inspection Report, regardless of findings, must be provided to the buyer.
 - The delivery of any reports, investigations, or other inspections is best documented by using the C.A.R. Receipt for Reports. This form includes language whereby the buyer acknowledges receipt
- of reports, documents, or disclosures while making it clear that the broker has not verified the reports with respect to their adequacy, completeness, or the performance of the person preparing such inspections or reports. In addition, paragraph L states: "These Reports should not be considered as a substitute for obtaining your own inspections and Reports covering the same items and any other matter affecting the value and desirability of the property."

 - When buyers select and hire their own qualified inspectors, they not only have the benefit of choice, but
- they can act in reliance on those choices.

 - C.A.R. Form Request for Repairs has been revised and now affords buyers the opportunity to request correction of Section 1 and/or Section 2 recommendations along with any other corrective action relating to the property.
 - C.A.R. Form Seller Response and Buyer Reply to Request for Repair provides seller the options of performing the requested repairs, issuing credits or agreeing to price concessions; remembering that financial credits are to be disclosed to and approved by buyer's lender.
- When a buyer is securing FHA or VA financing the contract includes language in paragraph 3 D. (3) that sets forth the process for negotiating Lender required repairs including wood destroying organisms.

C.A.R. has published a Q&A addressing some of the most frequently asked wood pest questions. Please review and save for reference along with this article.

(SDAR Member Kathy Mehringer, of Coldwell Banker Residential Brokerage, served as chairperson of the RPA Study. She can be contacted at kathy.mehringer@nrtswest.com.)



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MARCH 2015

The San Diego REALTOR®

13

tory levels rise, we could really see some market growth.”

In February, the zip codes in San Diego County with the most single-family sales were:

- 91977 (Spring Valley) with 40
- 92128 (Rancho Bernardo) with 37
- 92026 (Escondido) with 37
- 92027 (Escondido) with 36
- 92056 (Oceanside) with 36

The most expensive listing sold in the county in February was a 5-bedroom 5-bath, 6,700-square-foot home in La Jolla that sold for just over \$9 million.

Here is a summary of SDAR’s housing statistics compiled monthly from the Multiple Listing Service (MLS). See more February statistics on inside pages.

MEDIAN SALES PRICE
(Comparing Feb. 2015 to Jan. 2015)
Single-Family: 1% INCREASE
February 2015 = \$500,000
January 2015 = \$495,000

Condos/Townhomes: 3% INCREASE
February 2015 = \$335,000
January 2015 = 325,000

MEDIAN SALES PRICE
(Comparing Feb. 2015 to Feb. 2014)

Single-Family: 6% INCREASE
February 2015 = \$ 500,000
February 2014 = \$ 470,000

Condos/Townhomes: 12% INCREASE
February 2015 = \$ 335,000
February 2014 = \$ 299,250

TOTAL SOLD LISTINGS
(Comparing Feb. 2015 to Jan. 2015)
Single-Family: 7% INCREASE
February 2015 = 1,395
January 2015 = 1,303

Condos/Townhomes: 11% INCREASE
February 2015 = 675
January 2015 = 608

TOTAL SOLD LISTINGS
(Comparing Feb. 2015 to Feb. 2014)
Single-Family: 2%DECREASE
February 2015 = 1,395
February 2014 = 1,420

Condos/Townhomes: 13% DECREASE
February 2015 = 675
February 2014 = 778

For a comprehensive look at the past month’s statistics, including local market updates by zip code, housing supply, market trends, and lender-mediated reports, visit www.sdar.com/stats.



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* US ranking from Marketrac by CoreLogic. ** Source: Mortgage Executive Magazine 2014. ***Eliant survey results cumulative for 2014. Eliant is an independent survey company. Information contained herein is provided to assist real estate professionals and is not an advertisement to extend consumer credit as defined by section 1026.2 of Regulation Z. Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act CRMLA 4131040. Corporate NMLS ID 174457. All rights reserved. 02012015.

SDAR Education Schedule

R-Plus = REALTOR®Plus RMS = Risk Management Specialist Classes subject to change or cancellation.

LEGEND: KEARNY MESA SOUTH COUNTY EAST COUNTY SOLANA BEACH CORONADO CARLSBAD

MAR	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
19	Tax Planning for REALTORS® (Lunch & Learn)	12:00 pm – 1:00 pm	Free	Free	Free	Free	NA	Jesse Lipscomb
19	Solving the Mystery of Appraisals	1:30 pm – 4:30 pm	\$8.50	Free	\$10	\$20	NA	Alisha Sirois & Linda Stroberg
26	zipForm® 6 Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kevin Burke, JD
26	Annual RPA Forms Update	1:00 pm– 4:00 pm	Free	Free	Free	Free	NA	Kevin Burke, JD
27	Tax Planning for REALTORS® (Lunch & Learn)	12:00 pm – 1:00 pm	Free	Free	Free	Free	NA	Jesse Lipscomb
APR	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
2	Commercial Series: How to Negotiate Contractually	12:30 pm – 1:30 pm	Free (for 1st class)	\$25	\$25	\$10 (CRASD only)	NA	Vince Provenzano/Mike Lipsey
8	How to Start & Operate a Real Estate Brokerage	9:00 am – 12:00 pm	\$24.65	\$29	\$29	\$39	NA	Jonathan Schneeweiss, JD
9	FastSTATS: Statistics that Sell	12:00 pm– 2:00 pm	\$8.50	\$10	\$10	\$20	NA	Donald Coleman
9	Google Apps for Your Business (Beginner Users)	1:00 pm – 4:00 pm	Free	\$10	\$10	\$20	NA	Eric Goforth
15	Agent Essentials (Day 1): Goal Setting & Business Planning (Discount for taking all 5 days)	10:00 am – 4:00 pm	\$34	\$40	\$40	\$55	NA	Bette Curtis
16	Prospecting: The Skills, Tools and Determination to Make it Work	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$39	3 CS	John Altman
16	Agent Essentials (Day 2): Building a Successful Business Model (Discount for taking all 5 days)	10:00 am – 4:00 pm	\$34	\$40	\$40	\$55	NA	Bette Curtis
16	Google Apps for Your Business (Experienced Users)	1:00 pm – 4:00 pm	Free	\$10	\$10	\$20	NA	Eric Goforth
20	Agent Essentials (Day 3): Real Estate Sales Techniques (Discount for taking all 5 days)	10:00 am – 4:00 pm	\$34	\$40	\$40	\$55	NA	Bette Curtis
27	QuickBooks® for Property Managers & Landlords	9:00 am – 12:00 pm	\$24.65	\$29	\$29	\$34	NA	Mike LaNier
27	Agent Essentials (Day 4): Effective Communication (Discount for taking all 5 days)	10:00 am – 4:00 pm	\$34	\$40	\$40	\$55	NA	Bette Curtis
28	QuickBooks® for Property Managers & Landlords	9:00 am – 12:00 pm	\$24.65	\$29	\$29	\$34	NA	Mike LaNier
28	Agent Essentials (Day 5): Panel on Escrow, Title & Lending (Discount for taking all 5 days)	1:00 pm – 4:00 pm	\$34	\$40	\$40	\$55	NA	Bette Curtis
30	Agent Boot Camp	9:00 am – 3:30 pm	Free	Free	\$10	\$50	NA	Patrick Alexander, JD

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APRIL 2015 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2 Commercial Alliance Video Series 12:30 pm–1:30 pm (Kearny Mesa)	3	4
5 New Member Orientation 8:30 am–3:00 pm (Kearny Mesa)	6 MLS Paragon Training (Day 1) 9:00 am–4:30 pm (Kearny Mesa)	7 MLS Paragon Training (Day 1) 9:00 am–4:30 pm (Kearny Mesa)	8 How to Start/Operate a Brokerage 9:00 am–12:00 pm (Kearny Mesa)	9 Paragon MLS Tips & Updates 9:00 am–12:00 pm (Coronado) FastSTATS: Statistics that Sell 12:00 pm–2:00 pm (South County) Google Apps for Business (Beginner Session) 1:00 pm–4:00 pm (East County)	10	11 One-Day Prep Course 8:30 am–3:00 pm (Kearny Mesa)
12	13	14 MLS Paragon Training (Day 2) 9:00 am–4:30 pm (Kearny Mesa)	15 Agent Essentials (Day 1): Goal Setting & Business Planning 10:00am–4:00 pm (Kearny Mesa)	16 Prospecting 9:00 am–12:00 pm (Carlsbad) Agent Essentials (Day 2): Building a Business Model 10:00am–4:00 pm (Kearny Mesa) Google Apps for Business (Experienced Session) 1:00 pm–4:00 pm (East County)	17	18
19 Agent Essentials (Day 3): Real Estate Sales Techniques 10:00am–4:00 pm (Kearny Mesa)	20	21	22	23	24 San Diego County REALTOR® EXPO & CONFERENCE 9:00 am–5:00 pm San Diego Convention Center (SDAR Service Centers Closed)	25
26 QuickBooks® for Property Managers & Landlords 9:00am–12:00 pm (East County) Agent Essentials (Day 4): Effective Communication 10:00am–4:00 pm (Kearny Mesa)	27 QuickBooks® for Property Managers & Landlords 9:00 am–12:00 pm (Kearny Mesa) Agent Essentials (Day 5): Panel on Escrow, Title and Lending 1:00 pm–4:00 pm (Kearny Mesa)	28	29	30 Agent Boot Camp 9:00 am–3:30 pm (Kearny Mesa)	All classes/events subject to change or cancellation.	

COMMITTEE MEETINGS	
8	Grievance 9:00 am - 11:00 am
8	Commercial Alliance (CRASD) 9:30 am - 11:00 am
8	Risk Management 12:00 pm - 2:00 pm
10	Executive 8:30 am - 9:30 am
10	SDAR Board of Directors 9:30 am - 11:30 am
13	Housing Opportunities 10:00 am - 12:00 pm
14	Young Professionals Network 9:30 am - 10:30 am
14	Bylaws 3:00 pm - 5:00 pm
15	Professional Standards Exec. 9:00 am - 11:00 am
15	Mediation Executive 1:30 pm –3:00 pm
17	International 1:00 pm - 2:00 pm
21	CREA Board of Directors (at Coronado Service Center) 1:00 pm – 2:00 pm
23	Education 11:00 am – 12:00 pm
23	Membership/Business Tech. 1:00 pm – 3:00 pm
30	Government Affairs 10:30 am - 12:00 pm





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