



SANTA CRUZ ASSOCIATION OF REALTORS®
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APRIL 2007 • SCAOR.ORG

inside REAL ESTATE

Santa Cruz County's Real Estate News Source

See page 8 for Seminar Schedule and updated info about the Housing Expo coming on Saturday, April 21st!



Inside this issue

NEWS

Cover Story: Spring Fling! 1
Engraved Donor Bricks available for purchase 10

First-Time Homebuyers Program Seminar 4

Bus Tour of Fort Ord..... 5
Congressman Sam Farr leads tour

 **Housing Expo is here! Saturday, April 21**
Seminar Schedule 6
Plan your day!

DEPARTMENTS

President's Message..... 3
Kaplan gives overview of pending legislation and reminds of sign guidelines

Market Statistics 4
Dec., Jan., Feb. Stats—Santa Cruz County

Education 5
How to handle an upside down—underwater sale

The Broker Forum



Jeff Davi, Real Estate Commissioner for the DRE, (pictured right with SCAOR CEO, Philip Tedesco), gave an update at the March Broker Forum. For more information about Davi's presentation, go to page 11.

Annual Spring Fling and Baking Contest, coming May 2nd!



Bob DeAngelo and his crew from DeAngelo Pest Control are serving up their world-famous BBQ again this year at the Spring Fling.

Ready for some mouth watering BBQ, delectable homemade treats and some excellent networking?

Then reserve your space for the 2007 Spring Fling BBQ and 10th Annual Baking Contest on May 2nd from 11:30am-1:30pm. The SCAOR 2007 Spring Fling Barbecue and Baking Contest is a free member event, but we need you to re-

serve your complimentary spot by Friday, April 27th.

Please organize a carpool of your co-workers and colleagues, as parking is limited and prohibited in the Little Tampico parking lot. If you're entering our baking contest, make sure to register in advance and have your baked goods to the Association office by 11:00am the day of the event. The barbecue officially kicks off at 11:30am,

when we will begin serving slushy margaritas and great appetizers. Delicious barbecued tri-tip steak, chicken and sausages from the Freedom Meat Locker will be served up by Bob DeAngelo and his crew from DeAngelo Pest Control starting at noon. Chef Lou and Michael Clark of Michael's on Main are this year's judges for the baking contest. As soon as they

Continued page 10



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Comedian sells 3BD in Scotts Valley

MARCH 2
by John Higgins

Susan and David Maletta sold their three-bedroom, two bath at 308 South Navarra Dr. in Scotts Valley for \$682,500 to Paul Strong on Feb. 6.



The Malettas paid \$450,000 for the 1,462 square foot home in Aug. 2000. It was built in 1973. [Read more.](#)

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ADVERTISING INFORMATION

For advertising and deadline information, please contact Amy Ferrasci-Harp (831) 464-2000 • amy@scaor.org

INSIDE REAL ESTATE

Inside Real Estate is the official monthly newspaper of the Santa Cruz Association of REALTORS® provided as a member service to inform, educate and update REALTOR® and Affiliate members on local, state and national news, as well as the Association's calendar of events.

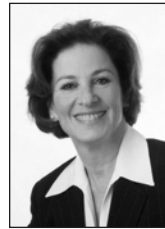
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President's Message

Overview of pending legislation

**Sandy Kaplan**

2007 Association President
Santa Cruz Properties
(831) 588-8855
kaplan@santacruzproperties.com

As many of you know, every June, REALTORS® travel to Sacramento for what we call "Leg Day" (Legislative Day). C.A.R. does a fabulous job of sponsoring bills and educating our members about the current issues. We visit our legislators and lobby on specific real estate related bills. I wanted to share with you some examples of C.A.R. sponsored bills being introduced to the 2007 state legislative session.

One of these bills addresses the disturbing new trend of "private transfer taxes" or PTT's. These new taxes are being imposed on not only the first time buyer, but on subsequent buyers and can affect the future salability of the property. They can be a significant cost to the buyer; as much as 1.75% of the sales price of the property, and must be paid for 20–25 years or even in perpetuity. Typically, in return for an agreement by an opponent of the development to not pursue a lawsuit, the builder agrees to the imposition of one or more PTTs which is then included in the covenants, conditions and restrictions. This bill, **SB 670**, will implement the recommendation of the C.A.R. Private Transfer Taxes Task Force and prohibit the imposition of such transfer fees. The current status of this bill is: Senate Judiciary Committee.

A related bill, **AB 980**, being introduced in the Assembly, would require a separate disclosure to potential home buyers as to whether the home they are considering purchasing requires the payment of a private transfer tax (PTT). It would include all the details of the tax including stating that the tax would potentially affect the future resale value of the property. The measure will require the designated recipient of the PTT funds to record a separate disclosure; if they do not do so, the new home buyer will not have to pay the PTT. *The current status of this bill is: Pending Committee Assignment.*

Another bill, **AB 1356**, addresses the fact that existing law effectively (and inappropriately) precludes legitimate agents from representing investor purchasers of properties that are in foreclosure. The prohibition is the inadvertent result of requiring buyers' agents to purchase a bond for the sale at twice the value of the property. These bonds are not available. This bill will allow alternate means of demonstrating financial responsibility; either by maintaining E&O insurance in a similar amount or by certifying that the licensee is in good standing with the DRE and that consumers have access to the Real Estate Recovery Fund for fraud that he or she might commit. *The current status: Pending Committee Assignment*

Sign Etiquette & Guidelines

Another issue we all need to be aware of is **Sign Guidelines**. If our members do not adhere to the current real estate sign guidelines (listed below), we run the risk of not getting our encroachment permit renewed later this year. Therefore, I strongly encourage you to not only follow these rules yourself, but encourage fellow REALTORS® to do the same. It would be pretty awful if the restrictions get tighter than they already are. As we all know, signage is critical for our clients and our ability to market their properties.

Signs are never allowed in public right of ways, sidewalks, streets, gutters or alleys. Never obstruct any type of traffic or allow a sign to be a safety hazard!

County

- "For Sale" sign on the property offered is allowed;
- No directional signs are allowed;
- "Open House" signs during the day of open house, or on the weekend of the open house, are allowed (leave up no more than 72 hours);
- Questions regarding confiscated signs and reporting violations, call (831) 477-3999.

Capitola

- "For Sale" sign on property offered is allowed;
- One "Open House" sign placed either on the property for sale, or

placed on other private property with consent of owner;

- No "directional" signs;
- Questions: (831) 475-7300

Scotts Valley

- One "For Sale" sign on the property offered;
- Up to four "Open House" or directional signs on weekends, holidays, and "Open House Caravan Days" (Thursdays), while the property is available for viewing;
- Questions: (Planning Dept.) (831) 440-5630

Santa Cruz

- One "For Sale" sign on the property offered;
- Up to three "Open House" signs, offsite only on private property with consent of owner;
- Questions: (Planning Dept.) Eastside: (831) 420-5111 Westside: (831) 420-5258

Watsonville

- "For Sale" sign on property offered is allowed.
- No directional signs are allowed;
- "Open House" signs are not permitted, however, current practice is to allow up to four "Open House" signs for less than 24 hours, and placed on private property with consent of owner;
- Questions: (831) 768-3133

CalTrans

- No signs in their jurisdiction allowed. They can charge \$350 per day;
- Questions: (831) 476-1351.

Thank you for your cooperation on this issue.

EVENT REMINDERS:

HOUSING EXPO: April 21st at Cabrillo College from 10am–4pm. For details, go to www.scaor.org.

Save the Date! for our annual **SPRING FLING**, scheduled for Wed., May 2nd from 11:30am–1:30pm at the SCAOR office. There will be a BBQ and of course, our baking contest. This is always a fun event to visit and network. *See you there...*

Santa Cruz County Market Statistics

Single Family Residences					
	CURRENT INVENTORY	NEW	SOLD	AVERAGE	MEDIAN
DEC. 2006	795	101	162	\$809,936	\$710,000
JAN. 2007	813	239	113	\$795,108	\$715,000
FEB. 2007	817	254	130	\$872,820	\$720,000
Condos/Townhouses					
	CURRENT INVENTORY	NEW	SOLD	AVERAGE	MEDIAN
DEC. 2006	189	33	46	\$523,294	\$510,000
JAN. 2007	208	69	24	\$505,454	\$490,000
FEB. 2007	214	56	32	\$550,234	\$520,000

For historical statistical information dating back more than 10 years, go to scaor.org and click on "News / Events."

Host an International Student!

\$800 per month per student is paid to the family!

UCSC ELI Extension Program is looking for individuals and families interested in hosting an international student. Students stay with families in general from 2–3 months.

If you have a spare room in your home, consider hosting a student. This is one of the most rewarding experiences that you and your family can have!

We are always seeking good, qualified host families who can provide a positive and supportive environment to an international student.

To be considered for ISP, prospective host families must demonstrate a strong interest in young people from other cultures. Applicants solely interested in financial compensation are discouraged from applying.

Short- and long-term placements are available. For questions and for more information, please contact Vallarie Way, International Student Placements, Santa Cruz; (831) 359-9331; vallarie@isphomestays.com.

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Education

1031 TAX DEFERRED EXCHANGES THE BASICS AND BEYOND!

Wednesday, May 23 • 8:30–11:30am

Affiliate member, **Starker Services, Inc.**, will be partnering together with SCAOR to bring their informative course on “1031 Tax Deferred Exchanges—The Basics and Beyond!”

This course will cover everything a real estate agent needs to know about the basics of 1031 Exchanges; How 1031’s can increase your commissions; Like-kind property—what qualifies; Pitfalls and liabilities, and so much more. This 3-hour course is approved by the Department of Real Estate for 3 credits in Consumer Protection. The cost to attend for SCAOR members is only \$25 which includes light snacks and 3 DRE credits as well as a wealth of information to help you expand your real estate business.

HOW TO HANDLE AN UPSIDE DOWN/ UNDERWATER HOME SALE

May 17 from 1:30–4:30pm

SCAOR is bringing **Dennis McKenzie** back to teach his very popular 3-hour DRE accredited course “How to Handle an Upside Down/Underwater Home Sale” course. SCAOR members can take advantage of the Early Bird price of \$39 until May 1st.

Dennis McKenzie, a real estate editor for the national textbook publisher, South-Western, and an instructor in real estate at College of the Redwoods. Dennis was formerly senior faculty in real estate at USC College of Continuing Education. He is

currently a REALTOR®, GRI graduate, a faculty member of the REALTORS® Institute, and co-author of the best selling college textbooks “California Real Estate Principles,” “Essentials of Real Estate Economics,” and “California Real Estate Finance.” Dennis has served as an educational advisor for the California Department of Real Estate and is past recipient of the Teacher of the Year award granted by the California Real Estate Educators Association.

Dennis will be visiting the Association with several of his other courses throughout 2007. These dates will be announced at a future date.

STAY WITHIN COMPLIANCE

Did you know after June 30, 2007 the Department of Real Estate will require all licensees to complete a 3-hour mandated Risk Management course? If your license expires after this date or you renew after June 30th you will be required to complete and pass this course. SCAOR wants to keep our members in compliance so we’ve scheduled a “Risk Management for Real Estate Licensees” course on Wednesday, May 30th from 1:30–4:30pm. Students will learn how to protect themselves from liability; what agents must do to fulfill their duties; Who do you represent, and who you don’t!; Why lawsuits are brought against agents; recent changes in the law; disclosures, and more! The cost to SCAOR members is \$30.

To register for any of these courses, visit our website at www.scaor.org and click on Member Resources or contact Karen Kirwan, Director of Education, at (831) 464-2000.

RE INFOLINK: SEMINAR ON NEW MLS LISTING MANAGEMENT PROGRAM

RE InfoLink will be releasing their new MLS Listing Management program soon so get informed early! This one and a half-hour seminar will be held at the SCAOR offices on Wednesday, April 4 at 10:00am and again at 1:00pm. To reserve your seat for a session send an email to kkirwan@scaor.org. There is no cost to attend.




Congressman Sam Farr leads bus tour of Fort Ord. Details below.

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MONDAY, APRIL 9 \$40 REFUNDABLE DEPOSIT*

Bus Tour with Congressman Farr to view opportunities at Fort Ord

ITINERARY

8:30am: Bus departs from Circuit City
1664 Commercial Way, Santa Cruz

8:45am: Bus departs from Aptos Christian Fellowship Church, 7200 Freedom Blvd

9:30am: Bus arrives at Fort Ord

Tour until 11:30am;
Lunch served; Q&A
Lunch generously provided by **Santa Cruz Title Company.**

1:15pm: Depart Fort Ord
2:30pm: Arrive Santa Cruz

To secure your reservation, send a *\$40 check (payable to SCAOR) and mail to SCAOR, 2525 Main St., Soquel, CA 95073.

For more information, please contact Karen Kirwan at (831) 464-2000 or karen@scaor.org, or Barbara Palmer of Bailey Properties, at (831) 688-7434.

*Your \$40 check will be refunded when you board the bus. If you can not attend the bus tour, you may send a substitute. Please notify SCAOR with the name of the substitute.

The Santa Cruz Association of REALTORS® is honored that **Congressman Sam Farr** has set aside time for us from his busy schedule to lead a **Bus Tour of Fort Ord.**




The SCAOR Local Government Relations Committee invites you to join Congressman Farr on this very special bus tour which will help attendees understand how he has successfully worked with the private sector to put Workforce Housing on public land.

The result is more housing in the Monterey Peninsula for less money than the average market rate. The bus tour will also help our members understand what REALTOR® opportunities might be available at Fort Ord.

Congressman Farr expects federal land is available all over the country, including Santa Cruz County, to provide land in order to meet the housing needs of those people who contribute to our society, but cannot afford to live where they work.

Congressman Farr will be assisted on this bus tour by one of the major developers.

APRIL 2007

SUN.	MON.	TUES.	WED.	THURS.	FRI.	SAT.
1	2 2:30-4:00 Grievance	3	4 Listing Management (REIL) 10:00-11:30am and 1:00-3:30pm <i>See page 5 for details</i>	5	6 Board of Directors 8:30pm	7
8	9  <i>Bus Tour of Fort Ord w/Congressman Farr</i> <i>See page 5 for details</i>	10 3:00pm Housing Expo meeting	11 8:30am Affiliate meeting 10:00am Housing Foundation Program meeting 10:45am HF Fundraising Mtg 11:30 HF PR/Mktg Mtg	12 12:00 noon Housing Expo Moderator mtg.	13 8:00am-5:00pm GRI	14
15	16 3:00pm Housing Foundation Trustee mtg	17 3:00pm Housing Expo	18 2:00pm Grievance	19	20 8:30am LGR	21  2007 Santa Cruz County HOUSING EXPO 10am-4pm <i>Bowl for Kids' Sake—2007 Today and Tomorrow!</i>
22  <i>Bowl for Kids' Sake!</i> <i>April 21 & 22</i> <i>See page 8 for details</i>	23	24	25 New Member Orientation	26	27 New Member Orientation	28
29	30 9:00am-5:00pm REIL	31	Coming in May... <i>Spring Fling BBQ & Baking Contest!</i> Wed., May 2 Details pages 1, 9 & 10 Classes & Seminars May 16: First-Time Homebuyer Seminar for REALTORS® and Lenders: Page 9 for details May 17: How to Handle an Upside Down/Underwater Home Sale: Page 5 for details May 23: 1031 Tax Deferred Exchanges The Basics and Beyond: Page 5 for details May 30: Risk Management for Real Estate Licensees: Page 5 for details			

regularly recurring events:

monthly

Board of Directors
LGR
Affiliates
Grievance
Prof. Standards
Housing Foundation

1st Friday, 8:30am
3rd Friday, 8:30am
2nd Wed., 8:30am
As needed
As needed
3rd Mon., 3:00pm

every-other-month

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Last Wed., 8:30am
3rd Wed., 8:30am

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New Members

SCAOR welcomes the following new members and wishes them the best of luck!

REALTOR® MEMBERS

American Dream Realty
Douglas Arthur

Bailey Properties
Ramah Hinde
Suzi Rodoni-Silverberg

Century 21 Lad Realty
Jay Boyd
Kellie Watts
Coldwell Banker
Patrick Welch

Century 21 Seville
Joseph Brown

Coldwell Banker Residential Brokerage
Stephanie Monroe

Evans and O'Brien
Evelyn Clark

Keller Williams Realty
Nancy Caracappa

Sherman and Boone
Denise Wyldbore

AFFILIATE MEMBERS

Bay Federal Credit Union
Donna Moon

Financial Strategies
Wendy Taylor

DS Capital Mortgage
Anthony Jones

First Net Mortgage
Jose Mendoza

Starker Services, Inc.
Jessica Seibel

Comments about an applicant's admittance should be submitted in writing to
The Santa Cruz Association of REALTORS®
2525 Main St., Soquel, CA 95073

Affiliate Update

Events bring strength to Association



Dimitri Timm
2007 Affiliate Committee Chair
First Net Mortgage
(831) 239-4163
dimitri@firstnetmortgage.com

Spring is among us and with that comes our annual Spring Fling and Baking Contest, which will be held at the SCAOR office on Wednesday May 2nd starting at 11:30am. All REALTOR® and Affiliate members are welcome.

Bob DeAngelo and his crew from DeAngelo Pest Control will be serving up their

traditionally famous BBQ as well as vegetarian items. Music will be provided by Anthony Jones, DS Capital Mortgage. This year's baking contest will be judged by Michael Clark and Chef Lou from Michael's on Main. Please stop by the association to fill out your entry form for the baking contest.

Just a reminder that the 2007 Housing Expo will be April 21st 2007 from 10:00am-4:00pm at Cabrillo College. This is a first-of-its-kind for Santa Cruz County and is projected to be very well attended by the local community. With over 40 seminars, 40 exhibitors and the participation of the Affiliate Committee, this is going to be a great event!

If you are interested in helping with

any of the events or have suggestions on adding new events, we are always looking for additional help and participation. Also, if you know of someone who you think might be a good addition to our membership, I encourage current members to refer new affiliates to myself at (831) 239-4163 or contact Norma at SCAOR at (831) 464-2000. Remember that the stronger our Affiliate Membership is, the more powerful the entire Association becomes.

Sometimes I get asked, "Who can be an Affiliate Member?" and the answer is that any individual or company who would like to support the local Association of REALTORS® can become a member, but are not active REALTORS®. These include but are

not limited to title, lenders (banks or brokers), interior decorators, law advisors, insurance, home inspection, roofing, construction, developers, appraisers etc.

In addition to the current events we support, the Affiliate committee is also looking to expand the educational offerings, completing the SCAOR garden and BBQ area, and looking to aid multiple families during the holiday season, these are just a few topics that our committee has been collaborating on. I look forward to seeing you all in the coming months, at an upcoming SCAOR event!

Dimitri Timm is a Mortgage Consultant with First Net Mortgage in Capitola.

Affiliate Spotlight



Lisa Garcia
Office Manager &
Sr. Loan Consultant
Sunrise Bay Mortgage
(831) 722-6250 Office
(831) 206-1328 Cell
lgarcia@sunrisebayloans.com

Lisa Garcia, a new affiliate member, is Office Manager/Sr. Loan Consultant at the Sunrise Bay Mortgage office located in Watsonville. Her background includes being a Senior Loan Processor with her overall time spent in the industry being four years. Her mission is to not only sell clients loans, but to offer her clients loyal service and knowl-

edge in the industry clients' loans. Lisa prides herself as a loan consultant by offering her clients a competitive fee they feel comfortable with, educating them on their loan options, assisting them with credit information, and helping them meet their financial goals. She is a certified credit expert and she is CalHFA certified. She can help your Spanish speaking clientele, as well. She is excited about being a new member to the Santa Cruz Association of REALTORS® and looks forward to creating great new networking relationships. You can find out more about Lisa and Sunrise Bay Loans at SunriseBayLoans.com.

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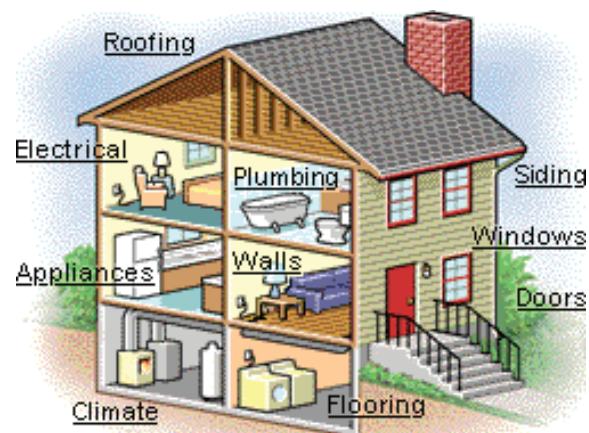
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Community News

SCAOR Supports Bowl for Kids' Sake!

Are you ready to bowl? Bowl for Kids' Sake 2007 marks the 24th year of the Big Brothers Big Sisters bowl-a-thon. This year the event takes place on Saturday, April 28 and Sunday, April 29 at the Boardwalk Bowl in Santa Cruz.

Last year members of the real estate community formed 17 teams in the bowl-a-thon and helped raise \$7,400 that went toward creating and supporting matches between caring adult mentors and at-risk youth in the community. A special thank you to last year's bowlers whose contributions of time and resources helped Big Brothers Big Sisters match children.

Although the event is quickly approaching, you can still participate with a team in this community event. Get a team of five people together, collect pledges for Big Brothers Big Sisters of Santa Cruz County, and come out and bowl. Each team member is asked to raise at least \$100 in pledges to bowl and qualify for fun prizes.

You don't need to be a good bowler, just a good sport. Plus, everyone who participates is guaranteed a score of 100. There will be great prizes donated by local merchants for those bowlers who pre-collect their pledges and bring in the most money that weekend. This year, Southwest Airlines has kindly contributed a grand prize of two round-trip airline tickets to anywhere they fly in the continental United States.

All proceeds from the event help Big Brothers Big Sisters of Santa Cruz County create and nurture lasting, positive relationships between our Bigs and Littles. Without this single fundraising event, Big Brothers Big Sisters could not operate—we need your help!

Big Brothers Big Sisters would like to thank the real estate community for its continued and generous support of Bowl for Kids' Sake.

If you are interested in getting involved with Bowl for Kids' Sake, please contact Lora at (831) 464-8691 or lora@santacruzbbbs.org.

Housing Expo is right around the corner—Sat., April 21st!
Check out the schedule of seminars and plan your day...



Exclusive Media Sponsor
in conjunction with



present the



Santa Cruz Association of REALTORS® 2007 HOUSING EXPO

Saturday, April 21, 10am–4pm

Cabrillo College, Aptos

Cafeteria & 800 Classroom Building

Schedule of Seminars

FIRST-TIME HOME BUYERS

- 10:30–11:15 Myths & Facts About First-Time Homebuying
- 11:30–12:15 Keys To Smart Homebuying
- 12:30–1:00 Working Successfully with a REALTOR®
- 1:15–2:00 The Homebuying Process
- 2:15–3:00 Tenants in Common—Sharing the Costs of Homeownership
- 3:15–4:00 Myths & Facts About First-Time Homebuying

HOUSING ASSISTANCE PROGRAMS

- 10:30–10:45 SCAOR Housing Foundation Closing Cost Grant Program
- 10:45–12:15 Overview of Santa Cruz County Housing Agencies Programs (*again at 1:30pm*)
 - County of Santa Cruz First-Time Buyer Mobile Home Purchase Program
 - City of Santa Cruz First-Time Homebuyer Program—Measure 0
 - City of Capitola—Silent Second Program
 - Housing Authority—Mortgage Credit Certificate Program (MCC)
 - County of Santa Cruz—Measure J
- 12:15–12:45 California Housing and Finance Agency (CalHFA)
- 12:45–1:15 **Break**
- 1:15–1:30 SCAOR Housing Foundation Closing Cost Grant Program
- 1:30–3:00 Overview of Santa Cruz County Housing Agencies Programs (*See complete listing above 10:45–12:15*)
- 3:00–3:30 CalHFA

LENDER'S CORNER

- 10:30–11:00 Leveraging Equity for Investment/Home Purchasing
- 11:15–12:00 Avoiding Mortgage Fraud
- 12:15–12:45 Good Faith Estimates & Mortgage Loan Disclosures
- 1:00–1:30 The Priority of Money Cash Flow Management
- 1:45–2:15 Understanding Credit Scoring
- 2:30–3:15 Pre-Approval in a Changing Market
- 3:30–4:00 Steps to Getting a Mortgage

INVEST FOR SUCCESS

- 10:30–11:15 Investment Real Estate—Tax Tips and Legal Info You Need to Know
- 11:30–12:15 Investment Fundamentals—Local Trends and How to Find Deals That Make Sense
- 12:30–1:00 1031 Exchanges—“Don't Sell Your Property, Exchange It!”
- 1:15–2:00 Tenants In Common for Investors—Pitfalls and Profit
- 2:15–3:00 Property Management: Five Facts You Need to Know
- 3:15–4:00 Buying Your Second Home: HOT Markets to Consider

READY, SET, SELL!

- 10:30–11:15 Preparing Your Home for Sale
- 11:30–12:00 Pricing, Advertising and Marketing for Successful Selling
- 12:30–1:00 “We Got an Offer: Now What?” The Escrow Process
- 1:15–2:00 Preparing Your Home for Sale
- 2:15–3:00 Successfully Selling Your Home in the Modern Marketplace
- 3:15–3:45 “We Got an Offer: Now What?” The Escrow Process

PATHWAY TO RETIREMENT

- 10:30–11:00 Reverse Mortgages: Funds to Achieve Dreams
- 11:15–12:30 Senior Fraud and Consumer Protection
- 12:45–1:30 Estate Planning
- 1:40–2:15 Senior Housing Options
- 2:30–3:15 Understanding Reverse Mortgages
- 3:30–4:00 Baby Boomers: The New Face of Retirement

EXITO EN la COMPRA de SU CASA

- 10:30–11:15 Como Evitar Prestamos Fraudulentos
- 11:30–12:30 Secretos Sobre la Compra de Su Casa
- 1:15–2:00 Como Manejar Su Propio Credito
- 2:15–3:15 Secretos Sobre la Compra de Su Casa
- 3:30–4:00 Como Obtener Ayuda del Condado Para la Compra de Su Casa

For a full list of the speakers presenting these seminars, go to www.scaor.org.

For information, you can also call SCAOR at (831) 464-2000



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Message from the Chair



Janeé Del Colletti
2007 SCAORHF Chair
Santa Cruz Mortgage
(831) 462-5575
jdelcolletti@santacruz
mortgage.com

Happy Spring! I am so proud of the accomplishments the Santa Cruz Association of REALTORS® Housing Foundation has made so far this year including building up our Escrow Contribution program. And now...we need your help!

The Santa Cruz Association of REALTORS® Housing Foundation Escrow Contribution Program is a fundraising mechanism for the Housing Foundation to help fund the \$5000 Closing Cost Grant Program, which to date, has helped 17 families and individuals into homes in Santa Cruz County. These homeowners include county employees, non-profit employees, medical assistants, a checker from Nob Hill and others who help keep our community thriving.

The Escrow Contribution program allows REALTORS® to make a donation

directly to the Housing Foundation during the close of escrow of either side of a transaction. They can either choose to make a straight dollar amount donation or a percentage of their commission which the title company will withdraw directly from their commission check.

The Escrow Contribution program provides REALTORS® with an opportunity to “touch” their clients at the close of escrow with a contribution in their name, recognition within the industry by having their name listed on the Housing Foundation website and newsletter articles as a contributor, providing much needed funds to help low income families attain homeownership and a tax deductible contribution opportunity.

Thank you to **Sandy Kaplan, Barbara Townend, and Cecelia Crocker** for their recent contributions to the **Close of Escrow** program. They have dedicated themselves to making it a habit to use the Escrow Contribution Demand Form during the close of escrow on every transaction they do. We hope you will consider doing this, too!

Please visit www.scaorhf.com for more information.

The SCAOR Housing Foundation presents

First-Time Home Buyer Seminar For REALTORS® and Lenders

Wednesday, May 16 • 10:00am–12:00pm
SCAOR Offices: 2525 Main Street, Soquel

Learn about the Housing Assistance Programs from these City and County agency representatives:

- Norman Daly, City of Santa Cruz
- Patrick Heisinger, County of Santa Cruz Planning Department
- David Foster, City of Capitola, Housing and Redevelopment Planner
- Janeé DelColletti, SCAOR Housing Foundation

Come learn about the various programs that are available to your first-time home buyers! Overview of Santa Cruz County Housing Programs:

- County of Santa Cruz—Measure J
- First-Time Buyer Mobile Home Purchase Program
- City of Santa Cruz First-Time Homebuyer Program—Measure O
- City of Capitola—Silent Second Program
- Housing Authority—Mortgage Credit Certificate Program(MCC)

This class is free and we will be adding additional speakers and programs to the list.

Contact Karen Kirwan, Education Director at SCAOR, to reserve your space: (831) 464-2000 or Karen@scaor.org . Seating is limited!

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Spring Fling BBQ: Engraved Donor Bricks available for purchase!

The Santa Cruz Association of REALTORS® Housing Foundation will have a table set up at the event where they will be selling personalized Donor Bricks. The engraved bricks will be placed in the BBQ area behind the Association and will be viewed during the **Annual Spring Fling** event each year by hundreds of real estate professionals. Your name will also appear in a “thank you” ad in the May newsletter. The regular bricks are \$100 and the gold bricks will be \$250. Your donations are tax deductible and will go towards funding the Housing Foundation’s Closing Cost Grant Program, which provides \$5000 closing cost grants to first time home buyers.

Spring Fling

Continued from cover

announce this year's winners, the Boardroom door will open wide to accommodate tastings of all the wonderful treats our members have baked for dessert.

This is a great opportunity to enjoy a free lunch (members only!) and to mix and mingle with your fellow REALTORS® and Affiliate members in a casual setting, while enjoying the great backyard setting of SCAOR.

The Santa Cruz Association of REALTORS® Housing Foundation will have a table set up at the event where they will be selling personalized Donor Bricks. The engraved bricks will be placed in the BBQ area behind the Association and will be viewed during the **Annual Spring Fling** event each year by hundreds of real estate professionals. Your name will also appear in a "thank you" ad in the May newsletter. The regular bricks are \$100 and the gold bricks will be \$250. Your donations are tax deductible and will go towards funding the Housing Foundation's Closing Cost Grant Program, which provides \$5000

closing cost grants to first time home buyers.

Mark Wednesday, May 2nd on your calendar, and fax in your reservation form and baking contest registration today! Forms are available at the Association office or on our website at www.scaor.org/pdf/fling.pdf. You can also email Leslie Flint at leslie@scaor.org.



Last year's judges, Gayle Ortiz and Michael Clark judge the winning entries.

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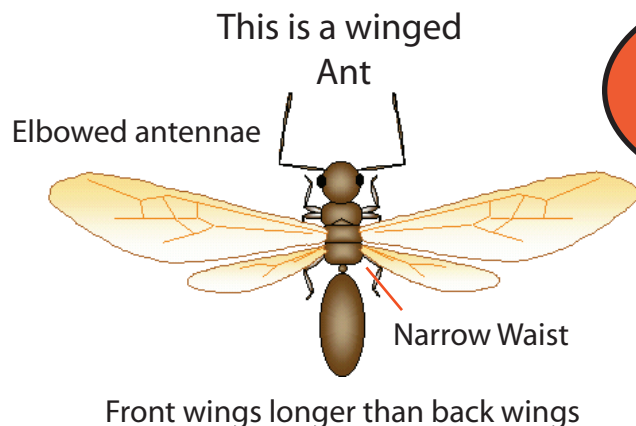
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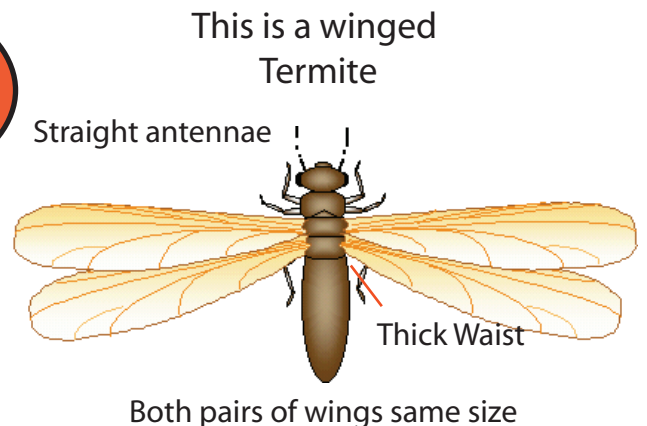
Large swarms of winged insects inside and/or around the home is the most obvious sign of termite activity. Swarming occurs when reproductive male and female termites exit the colony and attempt to establish a new colony. Since it takes most termite colonies at least 3 years to produce termite swarms, this is a likely sign of an ongoing problem.

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First Broker Forum of 2007 a well-attended event!

On March 19th, owners, brokers and managers, along with Association volunteers and staff came together at the Seacliff Inn for SCAOR's first Broker Breakfast Forum of 2007. In attendance were representatives from all types of brokerage firms, big and small. As well as a "Who's Who" in Association past presidents.

The morning began with a warm welcome and introductions of speakers by Association President, **Sandy Kaplan**. RE InfoLink's CEO, **Jim Harrison**, brought us up to date on the recent changes at RE InfoLink, and the latest news on the Northern California Real Estate Exchange (NCREX).

Special guest speaker, California Real Estate Commissioner, **Jeff Davi**, gave a "State of Real Estate" presentation. Since Jeff's commission, the process time for new licences and renewals dropped dramatically; e-Licensing was established and has been a great success and has streamlined the renewal process. Mr. Davi introduced plans for an electronic license exam project which, when implemented, will increase exam capacity, provide immediate exam results, and will tremendously decrease the wait time to actually take the exam. SCAOR will continue to keep you up to date on the release and progress of this pilot program.

Charise Olson, Work Experience Specialist Student Services, for the Santa Cruz County Office of Education, and youth member **Kayla**, introduced a new youth employment program offered by the County's Office of Education in partnership with the Santa Cruz County Human Resources Agency, called the "Sueños Program".

The Suenos Program pays for the first 200 hours of successful employment for students who have successfully completed an extensive readiness training program. This provides the employer with a unique opportunity to provide quality work experience to our community's youth without adding to the hiring budget. To find out more about this exciting new program, contact Charise at (831) 477-5425 or email her at colson@santacruz.k12.ca.us.

Association legal counsel, **Lloyd Williams**, updated attendees on the upcoming April 2007 C.A.R. Forms release. Mr. Williams gave an extensive presentation on three legal cases that greatly affect the real estate industry, as well as providing information on the hot topic of mortgage fraud.

Barbara Palmer, current Chairperson of the Association's Local Government Relations Committee (LGR), gave an update on the county signage and how important it is that everyone obey the rules for the benefit of all (see President's Message for the guidelines, page 3); she also implored attendees to register to vote.

Chairperson of the SCAOR Housing Foundation, **Janeé Del Colletti**, gave an inspiring presentation on the SCAOR Housing Foundation's Escrow Contribution Program. The Escrow Contribution program provides REALTORS® with an opportunity to make available much needed funds to help low-income families attain homeownership and have a vehicle to give back to the community in which they serve. To learn more about the SCAORHF Escrow contribution visit the Foundation's website at www.scaorhf.org.

Closing the Broker Forum was **Mark Millenacker**, Attorney and Housing Foundation Trustee, who announced the scheduling of the Housing Foundation's first DRE accredited class "Real Estate & the Use of Charitable Remainder Trusts to Save Taxes" which is being held at SCAOR on Wednesday, March 28th from 2:00-3:00pm.

The Association would like to thank the 60 owners, brokers and managers who attended this Broker Forum. It was a quick and informational half day opportunity for networking and focusing on issues that mattered most to the broker community.

For more information about the subjects discussed at the March Broker Forum contact the Association office at (831) 464-2000 or visit our website at www.scaor.org. The next Broker Breakfast Forum is scheduled for July. Details will follow at a later date.

Legislative Watch

NAR UPDATE

REALTORS® seek to protect homebuyers from predatory lending and educate them on mortgage products

The National Association of REALTORS® told a Senate panel that NAR supports stronger anti-predatory lending legislation and more consumer education on nontraditional mortgage products.

In testimony on "Preserving the American Dream: Predatory Lending Practices and Home Foreclosures" presented to the U.S. Senate Committee on Banking, Housing and Urban Affairs, NAR said that abusive and predatory lending practices are putting our nation's communities at risk. These practices can cause more families to lose their homes and savings through higher foreclosure rates. The vacancies that result can deflate the value of surrounding homes, as well.

"Predatory lending can be disastrous not only for the borrower and his or her family, but also for the entire community," said NAR President Pat Vredevoogd Combs, of Grand Rapids, Mich., and vice president of Coldwell Banker-AJS-Schmidt. "High foreclosures of single-family homes are a serious threat to neighborhood stability and community well-being. REALTORS® help families achieve the dream of homeownership, and NAR supports responsible lending with increased consumer protections to ensure that the 'dream' our members help fulfill does not turn into a family's worst nightmare."

"Real estate professionals have a strong stake in preventing predatory lending," said Combs. "We have to make sure that while addressing predatory lending, the legislative and regulatory responses to lending abuses do not go too far and inadvertently limit the availability of reasonable credit for prime as well as subprime borrowers."

A brochure, *How to Avoid Predatory Lending*, produced jointly by NAR and the Center for Responsible Lending, identifies the warning signs of predatory loans. It also gives consumers tips on how avoid these loans, and includes questions consumers should ask when

shopping for a mortgage. For a copy of the brochure, go to www.realtor.org/housopp.nsf/pages/SpecialtyMortgages?OpenDocument.

NAR 2007 Legislative Agenda

The National Association of REALTORS® (NAR), has set its legislative priorities for 2007. What follows is a brief summary of NAR's legislative agenda for 2007. Also included is an explanation of C.A.R.'s position in support of each.

I. GSE Oversight & Conforming Loan Limits

During the 109th Congress, the House passed H.R. 1461, which would overhaul the government sponsored enterprises (GSE) of Freddie Mac and Fannie Mae. These reforms would restructure the regulations on GSE and include a C.A.R.-sponsored provision that would allow the new GSE regulator to set high-cost conforming loan limits by an area's median home price, up to 150% of the national conforming loan limit. However, during the 109th session, the Senate failed to take action on GSE oversight. C.A.R. wants Congress to pass legislation that will raise the conforming loan limit in high-cost areas for Fannie Mae and Freddie Mac so that low- and moderate-income home buyers and first-time homebuyers may benefit from access to lower-interest rate conforming loans.

Additionally, GSE reform should: create an independent regulator not overseen by the U.S. Treasury Department; place no statutory limit on the GSE's portfolio size; and not implement a "Bright Line" provision that would limit the GSE activity strictly to the secondary market, but instead, allow the regulator to monitor and define the GSE activity within the guidelines of their charters.

GSE reform is long overdue. After months of scrutiny concerning Fannie Mae, Freddie Mac, and the Federal

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Legislative Watch, cont'd.

Home Loan Banks, it is time to expand oversight of these programs to allow them to grow their efforts to assist in homeownership and allow the regulators to make sure the portfolios maintain stability.

2. FHA Reform

In the 109th Congress, the House was able to pass H.R. 5121, the Expanding Homeownership Act of 2006. However, Senate companion legislation, S. 3535, was unable to make it out of committee. Every member of California's Congressional Delegation, with one exception, voted to support FHA Reform in the 109th Session. C.A.R. hopes they will encourage leadership to quickly pass similar FHA Reform legislation in the first session of the 110th Congress. C.A.R. is asking for Congress to pass FHA Reform that includes:

- Increasing the FHA loan limits to 100% of the conforming loan limit,
- Allowing FHA to set their insurance premiums using risk-based pricing,
- Treating all condo units as single-family units,
- Insuring zero-down mortgages, and
- Insuring 40-year mortgages.

These reforms are needed in order to make FHA loans a more viable option for the expanding ranks of American homeowners. In 1999, the FHA insured approximately 127,000 homes bought in California. In 2005 that number dropped to roughly 5,000. By passing this FHA Reform, tens of thousands more California home buyers will have access to FHA home loans every year. This will save home buyers thousands of dollars that would otherwise be spent on subprime or alternative mortgage products.

3. Natural Disaster Insurance

The intensity of large natural disasters in recent years has made the acquisition of adequate homeowners' insurance very difficult in some areas. Insurers are declining to write policies, canceling existing policies or increasing premiums on existing policies. C.A.R. is asking Congress to recognize that there is a serious risk of an insurance shortage should a mega-catastrophe occur in California. The results of this would be a shortage of sufficient funds by the insurance industry to cover all claims, a refusal by insurance providers to re-enter the market following the disaster, and the U.S. taxpayer having to act as a default insurance provider to cover damages.

C.A.R. believes Congress should look to implement legislation that will create a government backstop for private insurance providers, create incentives for homeowners to take steps to mitigate the effects of a natural disaster on their property, and update insurance regulations and the tax code so that insurance companies may better prepare for disasters. The longer Congress waits to pass a federal natural disaster reinsurance program the possibility of another major disaster occurring increases.

4. Predatory Lending

There is great concern in Congress that along with the recent housing boom, which resulted not only in an increase in home prices and homeownership rates, but also an increase in predatory lending practices that may lead to a foreclosure epidemic. While there is no specific definition to what predatory lending is, Congress is focusing most of its attention on the subprime lending market. Congress is quick to state that subprime loans are not predatory, and in fact play a vital role in allowing

borrowers to become homeowners who would not otherwise qualify for a loan. However, statistics bear out that the majority of predatory loans derive from the subprime market.

Currently, most predatory lending is handled at the state level, and California has a strong anti-predatory lending law designed to protect the consumer. In 1994, the federal government addressed the issue of predatory lending by passing the Home Owner Equity Protection Act (HOEPA). However, this law is only a minimum requirement; each state is allowed to enact stricter laws.

C.A.R. is asking Congress to recognize that California currently has strong successful anti-predatory lending laws in place, and that regulation of the property lending market is best done at the state level. C.A.R. believes the most important thing a predatory lending law must accomplish is to balance consumer protection while simultaneously ensuring an environment conducive to the continuous flow of capital.

5. Data Security

The large breaches of security that have brought attention to the issue of data security have come from large data collecting organizations, such as Card Systems Solutions and Citifinancial. The targets of these massive breaches are not the small local businesses found in communities. Any federal legislation concerning data privacy should take into consideration that these large corporations are the main targets and they also have the necessary resources for expensive data protection.

C.A.R. is asking that Congress include a small business exclusion in any federal data privacy legislation that is passed and/or hold them to standards no higher than what the FTC has concluded are "reasonable measures" for data secu-

rity for small business; additionally, that legislation does not preempt state laws.

The extensive data security measures incorporated for large multinational businesses cost too much for a small business and force them to shut down. While data security is an important issue, small businesses cannot afford the same programs that the larger corporations can and should be exempted or allowed to follow the FTC standards of "reasonable security measures".

6. FIRPTA(Federal Investment in Real Property Tax Act)

Over the past several years as identity theft has become more of a concern for everyone, sellers have grown increasingly uneasy with providing their taxpayer identification numbers. The concern has become so great that some sellers are refusing to provide the required affidavit to the buyer or are providing an affidavit without the seller's taxpayer identification number. This creates a dilemma for buyer's who may be liable for the sellers' tax liability from the sale of the real property if they do not receive a fully completed sellers' affidavit. C.A.R. believes a seller should be able to provide the information required by FIRPTA to escrow or another settlement provider as an alternative to providing that information to the buyer. C.A.R. & NAR will work with the new House Ways and Means Committee Staff on preparing legislation for consideration. .

7. Tax Reform

In November of 2005 the President's Advisory Panel on Federal Tax Reform came out with their recommendations. While their recommendations were aimed at simplifying the tax code, their efforts were met with much discontent. While many people agree that the AMT needs to be eliminated, the panel recommended that the bulk of revenue lost from the elimination of the AMT should be recuperated through the reduction and fundamental changes in the mortgage interest deduction (MID), elimination of the MID on second homes, and elimination of the deduction of interest on home equity lines of credit.

While C.A.R. understands the need and desire to eliminate the AMT, Congress must recognize that reducing the mortgage interest deduction and

Brokers Beware: IDX Contracts May Include Warrants to Purchase Stock

C.A.R. has received reports that at least one regional Multiple Listing Service (MLS) requires, as a condition of getting the Internet Data Exchange (IDX) feed, that real estate brokers allow the MLS to purchase stock if the broker's company ever goes public. C.A.R. has been informed that this requirement may be imbedded in the fine print of certain IDX and other MLS contracts.

C.A.R. cannot control the content of regional MLS contracts. However, the MLS policy of the NAR prohibits

local associations, boards, and MLSs from conditioning IDX access on a grant of future ownership in the real estate company. As with any contract, C.A.R. members should thoroughly read their contracts, and if necessary, retain an attorney to review the contracts before signing. As for members who have already entered into an MLS contract with a right to purchase future stocks, it is unclear whether this provision would be legally enforceable in any event.

Legislative Watch, cont'd.

From page 13

radically changing areas of the tax code that promote homeownership to offset the losses of the AMT would be detrimental not only to California's housing market, but to housing nationwide. Additionally, if incentive programs are to be targeted, all areas of commerce must assume some burden and it should not lie solely or excessively on homeowners. These reforms would drastically hurt homeowners and the housing market, which has been a major factor in recent economic gains. Middle-class, first-time homebuyers, and minority homebuyers often depend on programs such as mortgage interest deduction and its elimination would prolong their efforts to realize the American dream of homeownership.

8. Insurance Regulation

Congress should recognize that the insurance industry is best governed and regulated by the states, and that there is no need for the federal government to begin regulating this industry. State Insurance Commissioners and Legislators are better positioned to know the needs and requirements of the insurance market within their own states than is the federal government.

9. Banks out of Real estate

Once again, Congress passed another one-year prohibition on banks entering Real Estate. Nonetheless, in 2006 we saw attempts to find ways around this prohibition. There were OCC rulings made public that allowed Bank of America the right to develop a hotel property next to its headquarters, PNC the right to develop a mixed-use property including a restaurant and condo units near its base of operations, and Union Bank of California was given permission to own 70% of a company developing a wind energy project, including the land where the turbines will be installed.

C.A.R. and NAR policy supports the separation of banking and commerce. If permitted to engage in real estate brokerage and management, national bank conglomerates would have an unfair competitive advantage and inherent conflicts of interest would result.

Now, more than ever, it is time to pass legislation that would make this prohibition permanent and halt the attempts

to erode the lines between banking and commerce. It is time for the House to pass H.R. 111 and the Senate to pass S. 413 to put a full and permanent prohibition on banks entering Real Estate. REALTORS® support the passage of both of these bills in order to eliminate any questions over the issue.

C.A.R. LEGISLATIVE UPDATE

At the state level, C.A.R. is pursuing a few key pieces of legislation described in detail below.

AB 980 (Calderon) Disclosure of Pre-Existing Private Transfer Taxes

— This bill will require a separate disclosure to potential home buyers as to whether the home they are considering purchasing requires the payment of a private transfer tax (PTT), the percentage of the home price constituting the PTT, the duration and recipient of the PTT payment, and that it may potentially affect the future resale value of the property. The measure will require the designated recipient of the PTT funds to record a separate disclosure; if they do not do so, the new home buyer will not have to pay the PTT.

Status: Pending Committee Assignment

AB 1356 (Houston) Agents of Equity Purchasers

— Existing law effectively (and inappropriately) precludes legitimate agents from representing investor purchasers of properties that are in foreclosure. The prohibition is the inadvertent result of requiring buyers' agents to purchase a bond for the sale at twice the value of the property. These bonds are not available. This bill will allow alternate means of demonstrating financial responsibility; either by maintaining E&O insurance in a similar amount or by certifying that the licensee is in good standing with the DRE and that consumers have access to the Real Estate Recovery Fund for fraud that he or she might commit.

Status: Pending Committee Assignment

AB 1366 (Portantino) Housing Impact Statement Requirement for Local Land Use Decisions

— This bill is intended to be a vehicle to generate the exchange of ideas, as well as promulgation of new programs of recognition and reward mechanisms, related to positive regional housing decision-making by local agencies throughout the State.

Common state-level goals and policies, combined with incentives and various forms of positive recognition encouraging local government agencies' inter-agency coordination and cooperation, could enhance regional fulfillment of housing demands and mitigate, if not eliminate, the need for state-mandated regional government regulation. The key to addressing larger-than-local housing issues is to encourage coordination between and among local government agencies.

Status: Pending Committee Assignment

SB 226 (Negrete McLeod) "Degree Broker" Education Requirements

— The Board approved a motion in October 2006 to pursue a clarification of the "specialization in real estate" requirement for the "degree broker" exception to experience requirements. The two part motion is first to seek the clarification by regulation at DRE; if that is unsuccessful, to sponsor legislation to achieve the desired clarification.

Status: Senate Business, Professions and Economic Development Committee

SB 343 (Negrete McLeod) Housing Project Application; Pre-Hearing Availability of Staff Reports

— Many local governments direct their staff to prepare reports concerning pending actions impacting the citizens of the municipality. Current law does not require that these reports be made available to an "applicant," or the public, in advance of a hearing or meeting where the application or request for action is scheduled to be reviewed by the local legislative body. SB 343 amends the Brown Act to provide that no action or discussion by a local legislative body on an item listed on its agenda be undertaken unless the analysis related to the agenda item, prepared by a local agency or local legislative body employee, has been made available to the public no later than the date the agency posts the agenda for availability to the public.

Status: Senate Local Government Committee

SB 670 (Correa) Private Transfer Tax Prohibition

— The bill will implement the recommendation of the C.A.R. Private Transfer Taxes Task Force and prohibit the imposition of such transfer fees. "Private" transfer "taxes" (PTT's) are increasingly being used to settle disputes between builders and "no growth" advocates or, in

the alternative, by builders to proactively avoid a lawsuit or to smooth development negotiations with the local government. Typically, in return for an agreement by an opponent of the development to not pursue a lawsuit, the builder agrees to the imposition of one or more PTTs through a covenant included in the covenants, conditions and restrictions. These PTTs have totaled as much as 1.75 percent of the purchase price of a home and must be paid for 20 to 25 years or, even, in perpetuity. These taxes must be paid by the first buyer and every subsequent buyer each time the home is sold. Even worse, individual homeowners are being solicited nationwide by a Texas firm selling a pre-packaged business plan which imposes a similar deferred "royalty" payment requirement on each subsequent transfer of an individual's home.

Status: Senate Judiciary Committee

For any questions, please contact either the Santa Cruz AOR Government Affairs staff or C.A.R.'s Legislative Analyst, Jennifer Svec, at jennifers@car.org or via phone at (916) 492-5200.

SANTA CRUZ

Santa Cruz County General Plan Under Consideration

The County is in the process of updating the General Plan. State law and County regulations require that an annual report regarding the General Plan be prepared each year for public hearing and review by the Planning Commission and the Board of Supervisors.

SCAOR has been at the table and in discussion with the Board on certain land use-related issues and has participated in the process thus far. Please be sure to contact your Government Affairs staff for further details.

The Planning Commission held a public meeting on February 14, 2007. Now, it is time for the Board of Supervisors to consider the Annual Report.

A public hearing on the General Plan has been noticed for Tuesday, March 27, 2007 at 9:00 a.m. in the Board Chambers (701 Ocean St., Room 525).

The public may attend the hearing and/or comment on the General Plan report. You may also submit your comments in written form prior to the hearing. These comments will be made part of the official record.

For more information, you may contact the Planning Department directly at 454-3216.

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Santa Cruz County Association of Realtors

Santa Cruz County Bar Association



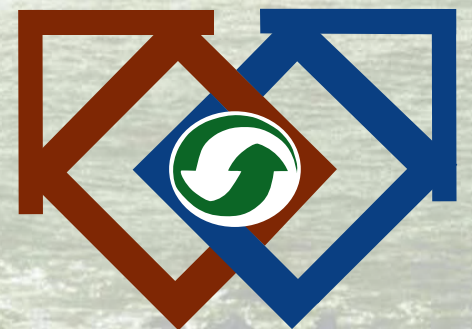
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COAST 1031

WELCOME TO THE TEAM



TIM BOWERS

Dedication and hard work... this is what I offer to my clients. First time buyer, a family looking for a larger home, looking to downsize, or an investor looking for the right opportunity, I am dedicated to ensuring that their transactions are smooth and the experience great.

With a background in professional service I have what it takes to serve my client's best interest and help them to achieve their objectives, on their timeline. I am my client's devoted advocate and nothing gets in the way of that.

I am proud to be a member of Bailey Properties, the leading full service real estate service provider in Santa Cruz County.



MARILYN FANUCCI

I am very excited to have joined Team Bailey, where every agent is required to be a well trained, educated professional with a high level of integrity and enthusiasm. In other words, the epitome of the word "Realtor" with all the skills necessary to serve the real estate needs of clients and the community.

I bring to the team over twenty years of experience in high end retail sales of both fine and antique jewelry, where I acquired effective people skills and marketing techniques. Being blessed to live here most of my life means that I have an in depth knowledge of the entire Monterey Bay area and I love the lifestyle it has to offer.

With my passion for real estate and the joy I get from helping clients make informed decisions, I will be dedicated to meeting your needs and I look forward to working with you soon!



ALICIA WATROUS

Bailey Properties is proud to announce that Alicia Watrous has joined the experienced REALTORS® of Team Bailey. Her negotiating skills, attention to detail and customer focus enable her to provide superior service. She is a member of the National, California and Santa Cruz Associations of REALTORS®.

"As a resident of Santa Cruz since 1987, I am familiar with its neighborhoods and the people in the community. My goal is to understand, anticipate and fulfill all of your real estate needs. I can be reached at 831.588.6445."