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Santa Cruz County's Real Estate News Source

A publication of the Santa Cruz County Association of REALTORS®

July 2011



Celebrating 100 years of service to the real estate industry!



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INSIDE REAL ESTATE Newsletter

Inside Real Estate is the official monthly newsletter of the Santa Cruz County 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.

Santa Cruz County Association of
REALTORS®

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J. Paul Davis

September 5, 1923- May 23, 2011



With great sadness, SCCAR announces that former REALTOR® Emeritus, J. Paul Davis passed away at his home on May 23, 2011. J. Paul was a member of SCAOR for 51 years.

In his later years, J. Paul became an avid gardener whose tomatoes, sweet corn, and dahlias were the envy of his East Santa Cruz neighborhood.

He was married to his wife, Barbara for 50 years. No services are planned, however, a gathering of friends will be announced in the near future.

Donations are preferred to Project Odyssey at woundedwarrior-project.com; Hospice of Santa Cruz County or the charity of your choice.



Message From The President
HAPPY 100TH BIRTHDAY
SANTA CRUZ COUNTY
ASSOCIATION OF REALTORS®!

Candace Bradfield
SCCAR President 2011
bradfield@cruzio.com

You can always read about our history, but there is nothing like being a part of it.

Because of a committed group of individuals who came before us... we are now the privileged group of individuals who reap the benefits of the Santa Cruz County Association of REALTORS®. In the beginning there was an obvious need for the exchange of information about properties for sale and to share ideas about real estate. It was from this idea exchange that our local organization was formed. It was a means to unite our real estate business with the community and to promote good fellowship and fair dealings among members and their clients. Because of the leadership of yesterday, we have great leaders today... and we grow stronger every day!

Join us in making history! Our Association's 100th Anniversary Celebration will be held Wednesday, July 13, 2011 from 11:30am - 2pm at the Cocoanut Grove Sunroom. This event will feature exciting speakers, a yummy luncheon and history in the making!

More History in the Making...

While in Washington, DC last month I stood at attention with great pride as our leadership, along with REALTORS® from all over the country, engaged with boldness and stepped into the lion's den like gladiators! REALTOR's® voices rose to a level of greatness, on your behalf and mine.

Our leadership team met with California lawmakers in congress. While we discussed housing and finance issues, I couldn't help but think "Fortunes are for the bold!" We REALTORS® stand up for issues. We stand up for the issues that affect our business and livelihood, as well as issues affecting the ability of homeowners and home buyers to sell or purchase a home. We must, hand in hand, move forward with optimism, boldness and eager anticipation about our market recovery. I know I do! To be bold is to be

courageous, confident, fearless and ready to take risks. Perhaps that could be added to the definition of a REALTOR®.

In my REALTOR® travels to different parts of the state and country, I have seen boldness like no other. We do stand out distinctly! I am always proud to be a part of the REALTOR® community, especially when we work together towards common goals. My experience in Washington, DC was fascinating and unforgettable.

Upcoming Event...

Breakfast with the Mayors of Santa Cruz County.
 Wednesday, July 27th from 8:30-11:00am

The Santa Cruz County Association of Realtors® in partnership with the SCCAR Local Government Relations Committee invites you to have breakfast with your local mayors. Visit www.mysccar.org for more information and to register to attend.



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We Need Your Stuff!

SCCAR is seeking memorabilia to display at our 100th Anniversary Luncheon on July 13th!

Please lend us your photos, certificates, newspapers, plaques/awards and any items that represent Santa Cruz and our local real estate industry to SCCAR by July 8th.

Then, be sure to join us on July 13th, 11:30 - 2 pm at the Cocoanut Grove Sunroom to celebrate this historic event and see what items are on display!

Tickets are only \$35, [RSVP](#) by July 6th.

Welcome to the Neighborhood Felton



Candie Noel,
Bailey Properties, Inc.
cnoel@baileyproperties.com

Question: Where lies Jerry Garcia's right middle finger?

Answer: Somewhere in Lompico, that lovely community of Felton

Felton has a few more claims to fame than Jerry Garcia being raised here, and having his finger chopped off at age 4 by his brother, Tiff. Felton is part of the historic backbone to the development and success of Santa Cruz County and the State of California. Felton has the longest wooden flume in California. It carried lumber 20 miles to ships waiting in Santa Cruz. At the junction of Bean Creek and Zayante Creek in Tuxedo Junction (Mount Hermon) could be found the first water powered sawmill, circa 1841. The famous Felton Covered Bridge built in 1892, is considered to be the tallest covered bridge in the United States, and one of the few left remaining.

Felton started out as a lumber community, and by the 1850's was the hub of the logging industry. The redwood trees that blanketed the area were the largest export. In the 1880, after the area was clear cut and void of redwoods, its economy switched to limestone mining. It also has a long history of being a resort town.

If you like the outdoors, Felton is your getaway place; if you are not lucky enough to live here. It is the hidden treasure of Santa Cruz County with its many parks and forests. Places to hike, bike, ride your horse, camp, swim, fish, and picnic are in abundance. Felton is one of the best places to get in touch with nature, explore redwood forests, and hug an old growth redwood tree.

Our tour of Felton begins at the Covered Bridge Park. The park is located on Graham Hill Road, at the base of Mount Hermon Road. The park has an expansive grassy area where people are picnicking, and kids are playing on the swings. Some are enjoying an invigorating game of volleyball, and some are just plain relaxing. After your picnic lunch and nap take a walk across the 80 foot Covered Bridge. The bridge was the entry point to Felton for over 45 years.

Down the street from the park is Roaring Camp and Big Trees Railroad. Roaring Camp is now a replicated logging camp, but it was the base for Isaac Graham's logging business in the 1800's. Roaring Camp got its name from the "roaring" nights at the on-site saloon. The Big Trees refer to the old growth redwoods that remain at the Camp. You can hug your old growth redwood tree here. Ironically they were never logged by Graham during his clear cutting sprees. Take a fun ride into the past on the Big Tree Railroad narrow gauge steam train from the 1890's. Departing from the Old Felton Depot are two train tours. Travel up winding, steep grades through redwood forests to the top of Bear Mountain. Or travel down the San Lorenzo River Gorge through Henry Cowell State Park, through an 1875 tunnel, ending at the Santa Cruz Beach and Boardwalk.

Expand your mind, and learn something new at the Bigfoot Discovery Museum on Highway 9. It's an intriguing way to spend a few hours out of the summer sun. See footprint casts and photos of the giant Bigfoot who once thrived in the Santa Cruz Mountains. Mike Rugg, the aficionado, will answer your questions, and tell you about his own real life experience with Bigfoot.

Your staycation is not complete without a night or two in the RV parks and tent campgrounds on Highway 9. Nestled in the Redwoods along the San Lorenzo River are Smithwoods, Cotillion Gardens, River Grove Park, and Santa Cruz Redwoods. Wireless internet and cable TV are available for those needing the comforts of home.

With over 4000 acres Henry Cowell Redwoods State Park will take days to explore. Its thirty miles of hiking trails wind through five distinct plant communities. Nature enthusiasts will enjoy hiking, biking, fishing, bird watching, dog friendly trails, and horse friendly trails. The park is easily accessible and overnight accommodations are available for RV's and tent campers.

Continued on next page

FELTON

Continued



The main section of the park has over 15 miles of hiking trails through the forests, some leading to the sandy beaches of the San Lorenzo River. (skinny dipping anyone?) Bring a picnic lunch. Catch and release steelhead and salmon. Explore the numerous stream canyons, and high overlook points with views of the Santa Cruz Mountains to peaks of Monterey Bay.

Much of the main park consists of old growth forests composed of not only Coast Redwoods, but Coast Douglas Firs, Pacific Madrones, live oaks, and a few Ponderosa Pines. Take a free guided tour by docents, or a self guided tour of The Redwood Grove, also known as "the loop". Here are the old growth "virgin" redwoods. These are the oldest trees, approximately 1400 to 1800 years old, 300 feet tall and over 16 feet in diameter.

The Fall Creek section of Henry Cowell Park is located in a wild canyon northwest of Felton. It has 20 miles of hiking trails traversing elevations from 400 to 2400 feet. In addition to enjoying the abundance of nature, hikers will discover Santa Cruz County history at Fall Creek. Limekilns, powder magazine, wood stack, rock dump, cooper's shop, a barrel mill site, and a limestone quarry can be visited along the trail. This was the site of the IXL Company in 1870. The three limekilns produced almost a third of the state's lime supply. The high grade lime was used in the cement to rebuild San Francisco after the 1906 earthquake. A barrel mill was constructed to manufacture the redwood barrels needed to store the lime. The old wagon roads are now the park paths that travel along Fall Creek and lead to the old kilns and barrel mill sites.

Felton is a place of many unique natural features, historical sites, and fun places to enjoy. It is a place to relax with family and friends, to breath in the peace and beauty of the redwoods, to reconnect with nature. And while you are in the deep, dark canyons and dense redwood forest don't forget to watch out for Bigfoot sightings.



NOW IS THE TIME TO INVEST IN REAL ESTATE!

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New Carbon Monoxide Law

Effective July 1st

What is carbon monoxide?

Carbon monoxide is a gas produced whenever any fuel, such as gas, oil, kerosene, wood, or charcoal, is burned. A person cannot see or smell carbon monoxide. However, at high levels carbon monoxide can kill a person in minutes.

In addition, there are well-documented chronic health effects of acute carbon monoxide poisoning from exposure to carbon monoxide, such as lethargy, headaches, concentration problems, amnesia, psychosis, Parkinson's disease, memory impairment, and personality alterations. (*Cal. Health & Safety Code § 13261.*)

Is there a new California law dealing with the issue of carbon monoxide poisoning?

Yes. The Carbon Monoxide Poisoning Prevention Act of 2010 (*Cal. Health & Safety Code §§ 13260 et seq.*) was signed into law this year. It requires carbon monoxide detectors to be installed in every "dwelling unit intended for human occupancy." The California legislature also modified both the TDS (for residential one-to-four unit real property) and MHTDS (for manufactured homes and mobile homes) to include a reference to carbon monoxide detector devices. See below for more details.

What is a carbon monoxide detector?

It is a relatively inexpensive device similar to a smoke detector that signals detection of carbon monoxide in the air. Under the law, a carbon monoxide device is "designed to detect carbon monoxide and produce a distinct audible alarm." It can be battery powered, a plug-in device with battery backup, or a device installed as recommended by Standard 720 of the National Fire Protection Association that is either wired into the alternating current power line of the dwelling unit with a secondary battery backup or connected to a system via a panel.

If the carbon monoxide device is combined with a smoke detector, it must emit an alarm or voice warning in a manner that clearly differentiates between a carbon monoxide alarm warning and a smoke detector warning. The carbon monoxide device must have been tested and certified pursuant to the requirements of the American National Standards Institute (ANSI) and Underwriters Laboratories Inc. (UL) as set forth in either ANSI/UL 2034 or ANSI/UL 2075, or successor standards, by a nationally recognized testing laboratory listed in the directory of approved testing laboratories established by the Building Materials Listing Program of the Fire Engineering Division of the Office of the State Fire Marshal of the Department of Forestry and Fire Protection. (*Cal. Health & Safety Code § 13262.*)

How does a homeowner comply with this law?

Every owner of a "dwelling unit intended for human occupancy" must install an approved carbon monoxide device in each existing dwelling unit having a fossil fuel burning heater or appliance, fireplace, or an attached garage.

The applicable time periods are as follows:

- (1) For all existing single-family dwelling units on or before July 1, 2011.
- (2) For all other existing dwelling units on or before Jan. 1, 2013. (*Cal. Health & Safety Code § 17926(a).*)

How many devices and where do I place them in the home?

This new law requires the owner "to install the devices in a manner consistent with building standards applicable to new construction for the relevant type of occupancy or with the manufacturer's instructions, if it is technically feasible to do so" (*Cal. Health & Safety Code § 17926(b).*)

The following language comes packaged with carbon monoxide (CO) detectors:

For minimum security, a CO Alarm should be centrally located outside of each separate sleeping area in the immediate vicinity of the bedrooms. The Alarm should be located at least 6 inches (152mm) from all exterior walls and at least 3 feet (0.9 meters) from supply or return vents.

Building standards applicable to new construction are as follows (overview summary only):

- Section R315 *et seq.* of the 2010 edition California Residential Code (CRC) [effective Jan. 1, 2011] (applicable to new one-to-two family dwellings and townhouses not more than 3 stories and also where work requiring a permit for alterations, repairs or additions exceeding one thousand dollars in existing dwellings units):

Installed outside of each separate sleeping area in the immediate vicinity of the bedroom(s) in dwelling units and on every level including basements within which fuel-fired appliances are installed and in dwelling units that have attached garages.

- Section 420 *et seq.* of the 2010 edition California Building Code (CBC) [effective Jan. 1, 2011] (applicable to other new dwelling units and also where a permit is required for alterations, repairs or additions exceeding \$1,000 in existing dwelling units):

Installed outside of each separate sleeping area in the immediate vicinity of the bedroom(s) in dwelling units and on every level including basements within which fuel-fired appliances are installed and in dwelling units that have attached garages.

Are there any penalties for noncompliance with this law regarding installation of carbon monoxide detector devices?

Yes. A violation is an infraction punishable by a maximum fine of \$200 for each offense. However, a property owner must receive a 30-day notice to correct first. If an owner who receives such a notice fails to correct the problem within the 30-day period, then the owner may be assessed the fine. (*Cal. Health & Safety Code § 17926(c).*)

Continued on Page 7

Carbon Monoxide

Continued From Page 6

Can a buyer of a “dwelling unit intended for human occupancy” rescind the sale if the dwelling doesn’t have the necessary carbon monoxide detectors?

No. However, the buyer may be entitled to an award of actual damages not to exceed \$100 plus court costs and attorney’s fees. (*Cal. Health & Safety Code § 17926(d)*.)

Note the following language in the TDS and MHTDS:

Installation of a listed appliance, device, or amenity is not a precondition of sale or transfer of the dwelling. The carbon monoxide device, garage door opener, or child-resistant pool barrier may not be in compliance with the safety standards relating to, respectively, carbon monoxide device standards of Chapter 8 (commencing with Section 13260) of Part 2 of Division 12 of, automatic reversing device standards of Chapter 12.5 (commencing with Section 19890) of Part 3 of Division 13 of, or the pool safety standards of Article 2.5 (commencing with Section 115920) of Chapter 5 of Part 10 of Division 104 of, the Health and Safety Code. Window security bars may not have quick-release mechanisms in compliance with the 1995 edition of the California Building Standards Code.

Does a seller have any special carbon monoxide disclosure obligations?

No. The only disclosure obligations are satisfied when providing a buyer with the TDS or the MHTDS. If the seller is exempt from giving a TDS, the law doesn’t require any specific disclosures regarding carbon monoxide detector devices. (*See Cal. Civ. Code §§ 1102.6, 1102.6d*). The Homeowners’ Guide to Environmental Hazards also will include information regarding carbon monoxide.

May local municipalities require more stringent standards for carbon monoxide detectors?

Yes (*Cal. Health & Safety Code § 17926(e)*).

Do landlords have any special obligations regarding carbon monoxide detectors?

Yes. All landlords of dwelling units must install carbon monoxide detectors as indicated in Question 4. The law gives a landlord authority to enter the dwelling unit for the purpose of installing, repairing, testing, and maintaining carbon monoxide devices “pursuant to the authority and requirements of Section 1954 of the Civil Code [entry by landlord].”

The carbon monoxide device must be operable at the time that a tenant takes possession. However, the tenant has the responsibility of notifying the owner or owner’s agent if the tenant becomes aware of an inoperable or deficient carbon monoxide device. The landlord is not in violation of the law for a deficient or inoperable carbon monoxide device if he or she has not received notice of the problem from the tenant.

(*Cal. Health & Safety Code § 17926.1*.)

If the California Building Standards Commission adopts or updates building standards relating to carbon monoxide devices in the future, is the owner required to install the newer device?

It depends. Yes, when the owner makes an application for a permit for alterations, repairs, or additions to that dwelling unit with the cost exceeding \$1,000. (*Cal. Health & Safety Code § 17926.2(b)*.)

Where can I obtain additional information?

This legal article is just one of the many legal publications and services offered by C.A.R. to its members. For a complete listing of C.A.R.’s legal products and services, please visit car.org.

Readers who require specific advice should consult an attorney. C.A.R. members requiring legal assistance may contact C.A.R.’s Member Legal Hotline at (213) 739-8282, Monday through Friday, 9 a.m. to 6 p.m., and Saturday, 10 a.m. to 2 p.m. C.A.R. members who are broker-owners, office managers or Designated REALTORS may contact the Member Legal Hotline at (213) 739-8350 to receive expedited service. Members may also fax or e-mail inquiries to the Member Legal Hotline at (213) 480-7724 or legal_hotline@car.org. Written correspondence should be addressed to:

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When Representing A Buyer-Investor on Property in Foreclosure, Beware of the Home Equity Sales Contract

Terry Rein
Bosso Williams, APC

*Real Estate
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The recent case of *Capon v. Monopoly Game LLC 193 CA 4th 344 (2011)* demonstrates that it is very important to follow the statutory requirements of the Home Equity Sales Contract (*Civil Code Section 1695 et seq.*)

Under the Home Equity Sales Contract Act, an “equity purchaser” means any person who acquires title to any “residence in foreclosure”, except if the buyer intends to use the property as a personal residence. Property acquired by a deed in lieu of foreclosure, foreclosure, court order or family transfer are exempt from the statute.

A “residence in foreclosure” means residential real property consisting of one- to four-family dwelling units, one of which the owner occupies as his or her principal place of residence, and against which there is an outstanding notice of default.

The Act requires a specific written agreement between an equity purchaser and an equity seller and specifies that the contract must “include the total consideration given, the terms of payment and terms of any rental agreement; a conspicuous statement of the right to cancel within five business days or until 8 a.m. on the day scheduled for foreclosure, with an attached notice of cancellation; and a conspicuous notice that until the right to cancel has ended, the equity purchaser cannot ask the seller to sign a deed or any other document. The proper form of the agreement is the **CAR form Notice of Default Purchase Agreement (NODPA 4/10)**.

In the Monopoly Game LLC (“Monopoly”) case, Capon, the homeowner, ran into financial problems and was delinquent on the loan secured by his residential property. After the lender recorded a Notice of Default, the owner of Monopoly learned of the pending foreclosure. Monopoly met with Capon on the day of the foreclosure sale and agreed to purchase the home for \$100,000. Capon agreed because he would not be getting anything if his home was foreclosed upon. Monopoly apparently paid the arrearages to the foreclosing lender and stopped the foreclosure sale. Less than 30 days later, Monopoly found a new buyer for the home and sold it for \$1.5 million, netting a \$300,000 profit after paying off the liens against the property.

At the time of the sale to the new buyer, Capon had not moved out of his home. Monopoly helped the new buyer obtain a restraining order against Capon and he was forced to leave behind expensive personal belongings. Monopoly disposed of Plaintiff’s personal belongings so the new buyer could move in.

Two years later, Capon filed suit against Monopoly and the new buyer seeking a **rescission of the sale** of his home plus damages and attorneys’ fees for violation of the Home Equity Sales Contract Act.

The Court of Appeal said that the intent of the Home Equity Sales Contract is to protect homeowners facing foreclosure from unfair purchases of their home equity. The legislature recognized the equity value of a residence may be a homeowner’s most valuable financial asset. The Court ultimately entered a judgment in favor of Capon in the amount of \$660,000 plus attorneys’ fees.

The lesson of the Monopoly Game case is that when representing buyer-investors who are purchasing property from homeowners in foreclosure, use the **CAR form Notice of Default Purchase Agreement (NODPA 4/10)**, which includes the required statutory language.

Leadership Santa Cruz County A Special Connection

How does being connected with over 1,000 of the county’s most dynamic leaders sound to you?

There is a way... and it is both a great experience and very enjoyable. Each year Leadership Santa Cruz County offers a 9-month program that gets at the heart of what makes our community what it is. On one day each month, usually the first Friday, participants spend the day with each other on a specific theme, whether it be on Housing & Economics, Health & Human Service, Art & Culture, or Education. The day is spent interacting with well-respected decision makers on the topic of the day and touring points of interest in the community that illustrate and reinforce what has been discussed. There is usually so much going on in Santa Cruz County, that even people who have lived here for many years, walk away astonished by what they discover.

In addition, you have the opportunity to build special relationships with your fellow classmates. Participants in the Leadership program come from all walks of life. They are newcomers and long-term residents. They include young adults and seniors, and all ages in between. They are people who desire a broader exposure to the growing concerns of this county. LSCC provides an environment where people of many views and diverse backgrounds can meet and exchange ideas.

Leadership Santa Cruz County recently celebrated its twenty-fifth anniversary. Now there are over a thousand graduates who share LSCC in common. Many are now in key positions throughout the county whether it be in government, business, nonprofits or various boards, commissions and neighborhood organizations. An active LSCC Alumni Association affords graduates an opportunity to stay connected, to build upon shared experiences, and opportunities to give back to their community.

To find out more, you can visit Leadership Santa Cruz County’s website at www.leadershipscc.org or email the Executive Director, Dave Vincent at leadershipscc@cruzio.com. He may also be reached at 831-662-3881. Applications can be found on-line or at your local Chamber of Commerce office. There is an early bird special for all applications received before August 1, 2011. Become a part of the Leadership Santa Cruz County - Class 27.



*The Santa Cruz County Association
of REALTORS®*

Centennial Luncheon

*Celebrating 100 Years of Service
to the Real Estate Industry in
Santa Cruz County*

Wednesday, July 13, 2011

11:30 am - 2 pm

Cocoanut Grove Sunroom

*This event will feature exciting speakers, a
delicious luncheon and a chance to reminisce
and network with fellow members*

Please RSVP by July 6, 2011

\$35 SCCAR member, \$45 Non-member



RSVP to SCCAR, 2525 Main St. Soquel, CA 95073 | Phone 831-464-2000 | Fax 831-464-2881 | www.mysccar.org

Name: _____ Office: _____

Address: _____ City: _____ Zip: _____

Phone: _____ Email: _____

Number of tickets at \$35 _____ \$45 per person _____ Total \$ _____

___ Check ___ Visa ___ Mastercard ___ American Express ___ Discover

Acct #: _____ Exp. date: _____

MENU

Grilled salmon and Chicken La Selva will be served. Please specify if you would like the vegetarian entrée: _____



Spring Fling 2011



14th Annual Spring Fling Is a Hit!

At this year's Spring Fling we learned that a little rain won't keep SCCAR members from having a great time! The BBQ and margaritas tasted even better indoors where 160 attendees enjoyed the soulful rhythms' of West Coast Soul.

Extra special thanks to Randy Turnquist, Dennis Spencer; David DeAngelo and Crew for whipping up the most delicious BBQ in town. Thank you to SCCAR's Board of Directors for serving up food; the Affiliate Committee for setting up, cleaning up, registering, bartending etc., etc. Dee Buckelew for selling raffle tickets. Morgan Lyng and John Peterson for cleaning benches and SCCAR staff for all their help, hard work and support.

Thank you to our most generous sponsors: MLS Listings, Inc; Property I.D.; Bosso Williams; Opes Advisors

Special thanks to Michael Clark, Chef/Owner of Michaels' on Main. Leanna Vasquez, Stewart Title who helped organize the baked goods and a special thank you as well to the following bakers who brought in luscious desserts....

Connie Landes – Coldwell Banker RB
Gail LoBello – Crown Real Estate

Continued on Page 11



Education & Professional Development



Register Online by visiting our [Education Calendar](#) or our [Online Registration Center](#)

[Matrix Essentials](#)

Fri. July 8, 10:30 - 12 pm
Cost: Free to SCCAR members who RSVP
Instructor(s): MLS Listings, Inc.

This 90 minute course will provide you with the basic skill requirements for the Matrix search application. Upon completion you will have learned: Application Navigation, Inputting Search Queries, Map Search, Reporting & Results Options, Driving Directions, Adding Search Fields, Saving Searches, Emailing & Printing.

[Mastering Matrix](#)

Fri. July 8, 1 - 2:30 pm
Cost: Free to SCCAR Members
Instructor(s): MLSListings, Inc.

This course will provide you with advanced skill levels for the Matrix search application. Upon completion you will have learned: Sorting Results, Statistics from Results, CMA's from Results, Area Statistics, Customizing Results, Building Hotsheets, Emailing Results, Auto Emailing

[Tune Up Tuesday](#)

[New Pipeline Disclosure: How Will It Affect Your Sale?](#)

Tues. July 12, 1-2:30 pm
Cost: Free to SCCAR Members with early registration, \$15 SCCAR Member at the door, \$30 Non-member
Instructor: Brooke Coleman, JCP-LGS Disclosures
Discussion of the notice that PGE has sent to over 2.5 million residents stating that their home is within 2000 feet of a PGE

pipeline and how this can affect a sale of a home

To Disclose or Not to Disclose? Participate in a question/answer session about whether or not to disclose the pipeline in an NHD Report

NHD 101: What types of NHD Reports are available? Benefit of disclosing City level and County level disclosures

[Duane Gomer's License Renewal](#)

Fri. July 22, 8:45 - 11 am
Cost: \$70 SCCAR Members, \$85 Non-members
Instructor(s): Randy Turnquist

What the program will cover: All Brokers & Sales persons renewing AFTER the first time will receive 3 hour home study mandatory courses of Agency, Ethics, Trust Funds, Fair Housing, Risk Management and a 30 hour course on Foreclosures, Taxes & Evictions. Salespersons on their FIRST four-year renewal who got their license before 10/1/2007 will receive 3 hour home-study mandatory courses of Agency, Ethics, Trust Funds, Fair Housing, Risk Management. You only have to take these five courses. There will be an optional review to prepare you to pass the easy exams. Money-back guarantee.

Click on the class title for more information

Unless otherwise stated, all Education & Professional Development offerings are held at the SCCAR offices at 2525 Main Street, Soquel, CA 95073

Spring Fling, *Continued From Page 10*

The Baking Contest winners were:

Overall

- 1st – Toffee – Chris Evans – Bailey Properties, Inc.
- 2nd – Lemon Fresh – Leanna Vasquez, Stewart Title
- 3rd – Lemon Blueberry Cake – Donna Teale, Lifestyles RE

Cookies

- 1st - Lemon Fresh – Leanna Vasquez, Stewart Title
- 2nd - Peanut Butter – Gloria Behman, Bailey Properties, Inc.
- 3rd – White Chocolate Cranberry Oatmeal – Bobbie Herteman, Real Options Realty

Cakes

- 1st – Lemon Blueberry - Donna Teale, Lifestyles RE
- 2nd – Black Bottom – Kay Dexel, Alain Pinel REALTORS®
- 3rd – Butterscotch Crunch – Donna Teale – Lifestyles RE

Surprise Us!

- 1st - Toffee – Chris Evans, Bailey Properties, Inc.
- 2nd – Turtle Cake – Kay Dexel, Alain Pinel REALTORS®
- 3rd – Schooner Pops – Celeste Faraola Perie

We look forward to doing it all again next year!

Presented by Melody Russell
OPEN HOUSE 2x11"



OPEN Sat 6/4 1-4pm. 1770 Jarvis Rd, Santa Cruz. 8+ acre, 4bd, Happy Valley School, pool, bonus rooms + guest house. **\$850,000.**



OPEN Sat 6/4 1-4pm. 510 Frederick St, Santa Cruz. 2 bd updated single-level home in Seabright with many upgrades, a bonus room + artist studio! **\$599,000.**



OPEN Sat 6/4 & Sun 6/5 1-4pm. 12744 East St, Boulder Creek. 4bd, one level home, level sunny huge lot, beautifully landscaped grounds. **\$650,000.**



OPEN Sun 6/5 1-4pm. 75 Pasatiempo Dr, Santa Cruz. Elegant estate on 1.2 acres in gated golf community, magnificent details throughout. **\$1,399,000.**

Virtual tour at www.MelodyRussell.com

Melody Russell

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Ranked as one of top ten Santa Cruz County Realtors (2009 & 2010)



DRE# 01743923



*Not actual size

REALTORS:

Reach **100,000** readers a week by advertising in our REALTOR® "homes for sale" section.

13 week Realtor® Package includes:

- Full Color ads at no additional charge (value \$100/week)
- 3-6 Free Classified line ads in paper and online every week (value \$343-\$686)
- 3 month web link directory that links directly to your website or listings (value \$300)



Open Sun, June 5 from 1-4pm
 208 EL CAMINO MEDIO ST, Capitola
 MLS# 81053434 \$2,595,000
 Great oceanview in Capitola Village on a very exclusive, private street near the Depot Hill stairs. 4BR/3BA home w/ custom quality & craftsmanship throughout. Oceanview balcony for outdoor entertaining.



Open Sat, June 4 from 1-4pm
 3365 GROSS RD, Santa Cruz
 MLS# 81120676 \$699,000
 Gorgeous custom Cape Cod style home, 3BR/2BA. Huge lot w/ beautiful greenbelt & mountain views. Park-like yard, lots of privacy, short walk to stores, restaurants & parks. Major remodel & addition in 2008.

PATTI BOE (831) 345-8040

PattiBoe.com
 DRE# 00946318



*Not actual size

SIZES

- 2x11" \$310/week (reg. \$450)
- 2x6" \$160/week (reg. \$302)
- 2x3" \$85/week (reg. \$176)

Call Kelli Edwards at
831.458.1100 ext.217

GOOD TIMES



Pleasure Point Beach Home Plus Cottage
 339 Anchorage Ave. Offered for \$840,000
 4BR 3BA Hot Tub in Lush back yard
 4 INFO text CRUZ1 to 88000



Sandy Wallace
 831-818-7099
 DRE#01232172



Keller Williams Realty-Santa Cruz

Becoming a Road Warrior Avoiding Dangerous Situations in Your Car

Article from Andrew Wooten and SAFE, www.justbesafe.com

Leaving Your Home

First, let's discuss how you leave your house. If you're like most people I know, you leave your house (especially in the morning) hurried and carrying a lot of stuff. You're most likely on the phone too. If you're parked in your garage, you open the garage door as you walk out, put your stuff in the passenger seat or the back seat, get in and go. But did you take a moment to look around for anything suspicious? Do you realize how easy it would have been for someone to walk up and grab you as you stood outside your car chatting on the phone or messing with some files in your briefcase?

So how do we make leaving a garage safer? First, don't open the garage door until you are ready to pull out. Put your stuff in your car, get in, turn on the car, adjust your mirrors and buckle up before you open the garage door. Also, if at all possible, when you park in a garage, pull in backwards. This way once you open the door you can see straight out into your neighborhood.

If you don't have a garage, take a moment and look outside before you leave your house. If you see anything suspicious, don't go outside, contact local law enforcement. If the neighborhood looks secure, walk quickly to your car, get in and get going. Do not spend a lot of time doing other things while you sit in the car in the driveway.

Welcome Baby Herteman!



Taylor Grace Herteman made her arrival on 6/25/11 at 12:15 am to overjoyed parents Bobbie and Dusty Herteman.

She is a healthy 8 lbs, 21" long and to quote Bobbie, "absolutely magical and beautiful".

Congratulations new parents, we all wish you a lifetime of happiness, laughter and joy.

Driving

The best things you can do to prevent dangerous situations on the road is by staying aware and keeping your car well maintained. We all make phone calls while in our car, even though our main focus should always be on the road. But take a few moments when you stop at a red light or stop sign to look around and be aware of what's going on around you. If something seems suspicious or makes you feel uncomfortable, pay attention to it. Wait to make that phone call or send that text message. And remember that nothing, not even your car, is worth your life.

Accidents and breakdowns are going to happen. So let's be prepared for them. Always keep a Roadside Emergency Kit in your car. In addition, keep some comfortable shoes and clothes, a sweater and some water. You may have to walk a long distance to get help. You should also have a sign that reads, "Call Police," in case you find yourself in an area with no cell phone service. Stay inside your car with the windows up and the doors locked while you wait for help.

New App Simplifies Your Safety Practices

Moby is the all-in-one safety app for on-the-go Real Estate Professionals.

Moby is a simple safety application that utilizes your existing network of friends and family to keep you safe. It can alert your contacts, have you check-in with contacts, track your location and send your GPS privately to your chosen contacts.

You can try it out for free at www.mymoby.com/safe/.

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P045151 4/04



A Sip & A Taste

Sandy Kaplan, SCAOR Housing Foundation Chair
Santa Cruz Properties, 831- 471-8000



Mark Your Calendars for Sip of Summer!

Eager to meet and mingle while enjoying some tasty wines?

Then plan to attend the 4th Annual Sip of Summer at the Bargetto Winery on August 2nd, 5-7 pm. Tickets are only \$15.00 in advance and you will receive one full pour of Bargetto's best. Additional pours can also be purchased. This is a great after work meet and greet.

For any of you who did not attend last year, you can plan on enjoying light appetizers, music and a raffle along with a beautiful creek side venue.

All proceeds benefit the Santa Cruz Association of REALTORS® Housing Foundation's Closing Cost Grant Program. For details visit www.scaorhf.org/sipofsummer



Local food, wine, artisans and an economical ticket price draws a huge crowd to 'A Taste of Santa Cruz' every year.

Seven years running, ATOSC has become a well known popular public event. If you haven't been a part of this fun and fruitful event in the past, now's your chance!

Our Booth Kickoff was held in June and had a very successful turnout, so much so that there are only 8 booths left! Be sure you sign up for your booth space by **July 6th** by visiting www.atosc.com.

The event will be held November 3, 2011, 5:30-9 pm at the Coconut Grove. For more information on participating, sponsorship opportunities, and to learn more about the event please visit www.atosc.com.

Keep up on who will there and what's happening by following us on twitter



**Tickets For Both 'Sip of Summer' and 'A Taste of Santa Cruz'
Will Be Available Soon**

Have Breakfast with the Mayors!

Join Santa Cruz County Association of REALTORS® and all the Mayors of Santa Cruz County for our third annual Breakfast with the Mayors! This year we will be meeting on Wednesday, July 27, 2011 from 9:00 a.m. to 11:00 a.m. at the SCCAR offices.

The Mayors of Capitola, Santa Cruz, Scotts Valley and Watsonville will all be here this year.

Come enjoy a scrumptious breakfast and meet your local mayors as they discuss what is happening in their cities and provide an update on issues and events in their communities.

This is a free event for those members of SCCAR who paid the "additional" RAF (REALTOR® Action Fund) contribution with their 2011 membership renewal.

Cost to SCCAR members (non RAF) \$20.00
Cost to SCCAR members at the door with no reservation \$40

To register, please contact Leslie at the SCCAR office 831.464.2000 or click [here](#) for the flier.

See you all on the 27th!

C.A.R. Education's Online Social Network Master Program Courses and the Roost Tool

The Social Network Master Program is a series of new courses and tools with in-depth information, detailed instruction, and resources about how members can leverage Facebook, Twitter, YouTube, and Blogging in their marketing and sales efforts.

Also available within the program is the Roost tool. This innovative tool is dedicated to helping members increase their engagement on Facebook and Twitter by saving them time by automating campaigns and increasing their local business presence.

Members can try Roost for FREE by visiting:
www.car.org/education/socialnetworking/tools/.

For more information about C.A.R. Education's Social Network Master Program, please [click here](#).

Harry S. Truman
1884-1972

All the President is, is a glorified public relations man who spends his time flattering, kissing and kicking people to get them to do what they are supposed to do anyway.

From a letter to his sister . 1947



SEIZE THE DAY

It's your time to shine

- Take charge at the 2011 REALTORS® Conference & Expo in sunny southern California
- Train with the best at the premiere real estate event in the U.S.
- Join 18,000 professionals for four intensive days of networking, education, motivation, and fun
- Explore the largest trade show floor in real estate, where 400 exhibitors will excite and inspire you
- Refocus your mind with 100 education sessions during the day—and let loose at night with events like the Celebrity Concert starring Diana Ross

Stay in Anaheim and Stay on Budget

With hotels starting at \$89 per night, Anaheim is an affordable destination for the 2011 REALTORS® Conference & Expo.

REALTORS® Conference & Expo
ANAHEIM, CA NOVEMBER 11 - 14, 2011

Sign up today at www.REALTOR.org/Conference
Register by August 15 and save

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November 11-14, 2011 • ANAHEIM



Connecting Consumers to REALTORS® Saturday and Sunday, July 30-31

For those brave members who participated in Nationwide Open House and were caught in the rain, here's a second chance...for those members who didn't get to participate, now's your chance! On July 30-31st REALTORS® will hold open houses in neighborhoods across the county, bringing value to both buyers and sellers. The event also provides a tremendous opportunity to promote the benefits of home ownership and continue an open dialogue with consumers about the housing issues.

The Goal?

Invite your clients and any members of the general public to explore their local real estate market. Consumers will be assured that they can visit the open houses with no pressure to purchase, and that the REALTORS® will be happy to answer their questions about the home buying and selling process.

Reasons to Participate

- Historically low interest rates, plentiful inventory and low prices
- An opportunity for one-on-one conversations between the public and REALTORS® regarding the local market
- A venue for REALTORS® to education the public about home-ownership, their local community, and what options are right for their potential buyers and sellers
- First-time buyers are especially encouraged to take advantage of this event and speak to a REALTOR® as a first step toward homeownership

Marketing Tools and Local Advertising Discounts

There is NO charge to participate in the Santa Cruz County Open House Weekend, but a successful open house is a well-marketed open house!

To assist in this effort, SCCAR has partnered with the Good Times and the Sentinel to offer Open House advertisements at a greatly reduced rate with bonuses! Get ultimate coverage for your listing and take advantage of both!

For all the details visit www.mysccar.org/sccopenhouse

Plan to Participate!



Thank you RSVP (REALTOR® Service Volunteer Program) Volunteers! The homeowners have spoken providing some very positive feedback; here is a sampling of their experience...

I can never be able to express my appreciation for the beautiful results of your hard work! And with your smiles!
Laurie

I love your program very much and was very well satisfied. I think you are all wonderful, everybody was so nice.
Thanks very much, Mary

Linda and Team came in and cleaned my windows, changed my heater filter, and vacuumed. These are things that I can't do because of my back problems. They did a fantastic job and I appreciate it so very much!! Thank you so much for everything!!
Jan C.

You are offering a wonderful service, keep it up please!

The windows are clean
The screens were mean
The furnace air is better
You all are go getters
Hooray for RSVP
Older folks shout 'Oui!'
Gary's gratitude is much
For you – a big smoocho!



A job well done, my windows sparkle.

The agents who came were very helpful. In spite of the rain they were cheerful and efficient. It's a great program! Thank you, thank you
Christa B.

I appreciate your service. Those things wouldn't get done if it weren't for you.
Joanne

Everyone showed up on time. They were pleasant and willing to do whatever I needed. I'm looking forward to next year. The neighbors were impressed. Thank You
Elaine. H.

I think this program is very wonderful and I very much appreciated my beautiful clean inside/outside windows. The volunteer crew was especially nice and made me feel like a happy queen for the day.
Vera M.

This was the most wonderful service I have ever had. Everyone was so cheerful and helpful. My windows are so sparkly and clean. It was like there were no windows at all. Thank you all sooo much
Charlene B.

Continued on Page 18

Women's Council of REALTORS®

Women's Council of REALTORS® Santa Cruz Chapter Presents:

ENDLESS SUMMER

5th annual fashion show

dinner by the bite, music, raffle, door prizes and local celebrity real estate models

elks lodge

santa cruz

WEDNESDAY, AUG 17, 2011

6:00pm - 9:00pm

TICKET PRICE (advanced tickets only)

early bird - \$40

after July 15 - \$45

tickets available at www.wcsantacruz.org

or by calling Chair Bobbie Nelson at 831-419-7253



MUSIC BY:

DJ Jack Crawford

CHOREOGRAPHY BY:

Mary Weizenbach

sassy productions

MASTER OF CEREMONIES:

John Peterson

HAIR AND MAKEUP BY:



PLATINUM SPONSORS:



Santa Cruz Sentinel

GOLD SPONSORS:



SILVER SPONSORS:



APPAREL PROVIDED BY:



Photo Courtesy of Brian Christie Photography

A portion of the proceeds will go to benefit three local community groups:

Women Ventures Project, Shoreline Occupational Training Center and Santa Cruz Association of REALTORS® Housing Foundation.

SCCAR - July 2011

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4  SCCAR Closed	5	6	7	8 Board of Directors 8:30 am Matrix Essentials 10:30 am—12pm Mastering Matrix 1—2:30 pm	9
10	11 Affiliate Meeting 8:30 am Events Committee 11 am	12 SCAORHF BOD Mtg. 2:30 pm Tune Up Tuesday 1—2:30 pm	13 100th Anniversary Luncheon 11:30 am - 2 pm 	14	15	16
17	18 Education Meeting 9:30 am	19	20	21	22 Duane Gomer's License Renewal 8:45—11 am	23
24	25 Budget & Finance Meeting 8:30 am	26	27 Mayors Breakfast 8:30-11am	28	29 Precision Ultrasound 8 am—2 pm	30
31						

Welcome New REALTOR® Members June 2011

David Lyng Real Estate
Karen Lewis

Fidelity Realty
Paul Murphy

Keller Williams Realty
Colleen Wallau

Vanguard REALTORS
Tom Kennedy



Continued From Page 16

The people which gave their time were helpful and pleasant as they did the jobs. Thank you so much, we appreciated your help.

I would like to thank Bobbie and her crew for doing such a great job. My windows, screens, and heater filter are all beautiful. Thank you again. This is such a great program for seniors.

Thank you again
Rosalind W.

We look forward to helping even more homeowners in need next year!