

## OFFICE HOURS

8:00am to 5:00pm Monday-Friday  
Every Thursday the office is closed from  
9:00-10:30am for a staff meeting

# The SCAOR eScoop

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If you are unable to open any of the links visit our website at [www.scaor.org](http://www.scaor.org)  
or call Karen Kirwan at 831-464-2000 or [kkirwan@scaor.org](mailto:kkirwan@scaor.org)

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**Step up!  
Pitch in!  
Make a  
difference  
in your  
community!**

RSVP (Realtor Volunteer Service Program) is a volunteer opportunity for REALTORS® and other real estate professionals to serve seniors and homebound residents in our community by performing odd jobs that the residents cannot do for themselves. Common tasks such as changing smoke detector batteries or light bulbs, flipping mattresses, raking leaves, washing windows, etc.

For more information about the RSVP program contact SCAOR CEO, Kathy Hartman at 831-464-2000.

### **C.A.R.'S Chief Economist, Leslie Appleton Young Coming to SCAOR on February 13th!**

Get the inside scoop on the local, state, and national housing market from one of the most trusted experts around! Click [here](#) for more info or call SCAOR at 831-464-2000 to reserve your seat. Only \$15 SCAOR Members!!!

## **END OF JANUARY BLOW-OUT SALE**

Reception Area Chairs: Mauve Fabric with Oak Frame  
\$10 each or Best Offer/ 25 chairs available  
SCAOR Association Logo Shirts \$9.99 Each  
REALTOR® Shot Glasses \$2.00 Each  
St. Joseph Statues \$7.00 Each

### **Coming Up at SCAOR**

Septic System Presentation 2/30  
[CCIM's Commercial Investment Analysis](#) 2/2-3  
[Homebuying Strategies with FHA Loans](#)- 2/4  
[NEW MLS Class: Listing LifeCycle](#) 2/17  
[Getting Your Foot in the Door with REO's](#) 2/18  
[Intro to e-Pro](#) 2/20  
[Guide to the RPA contract w/Gov Hutchinson](#) 2/23  
[County Assessor, Gary Hazelton](#) 2/24  
MLS Essentials Basic & Advanced 2/25

## **WINForms® Update**

REBS recently announced a partnership agreement with AIR Commercial Real Estate Association to offer 15 core AIR commercial forms as a WINForms Online add-on library. CAR members can enter the commercial market with confidence using the most critical AIR forms for their commercial transactions via a new add-on WINForms library titled AIR Essentials for WINForms. Subscribers to AIR Essentials for WINFORMS will have unlimited use of these forms for 12 months at a fraction of the cost of a full AIR membership. AIR Essentials for WINForms is ideal for the residential REALTOR® who has a limited number of commercial transactions per year. AIR Essentials for WINFORMS is available for \$99 and currently is for use with WINForms Online. For details or to purchase visit [www.winforms.com/airesentials](http://www.winforms.com/airesentials) or call 213-739-8227.

### **SCAOR Education Highlight LAST CHANCE TO REGISTER**



### **Distressed Properties: Short Sales, Foreclosures and REO's**

**Instructor:** Neil Kalin, CAR Assistant General Counsel  
**Friday, February 6th 9:00am-1:00pm**  
**DRE Accredited 4 CEU's in Consumer Protection!!!**  
*Attend this seminar and become familiar with the procedures used in the sale and disposition of distressed properties. This four-hour program reveals the opportunities for agents to do more business with sellers, buyers, and lenders, while gaining a clear understanding of their responsibilities. The job description and paper work required changes according to whom the agent is representing. This course will show you how to provide assistance to "short sale" sellers and how to work with lenders who have foreclosure property, also known as Real Estate Owned (REO). Students will gain an overview of the tax/credit impact of these sales.*