

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

2525 Main Street
Soquel, CA 95073
831-464-2000
831-464-2881 Fax



If you are unable to open any of the links visit our website at www.scaor.org
or call Karen Kirwan at 831-464-2000 or kkirwan@scaor.org

Volume 2
Issue 6
February 5, 2009



RED HOT SALE!
EVERYTHING IN THE SCAOR STORE
5-15% OFF
DURING THE MONTH OF FEBRUARY



RESERVE YOUR
SEAT TODAY!
THIS WILL SELL
OUT FAST!
CLICK [HERE](#) FOR
MORE INFO

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!

The SCAOR REACH (Real Estate and Community Help-guide) is coming in March!

This full color publication (previously the Affiliate Resource Guide) has been expanded to include the entire SCAOR membership and will be distributed to our members, at Chambers of Commerce and local businesses. Now is your opportunity to enhance your listing with one of our three options and stand out within the real estate and local business community. Don't miss this opportunity to enhance your business listing or purchase a display ad. Contact Andrea at 831-464-2000 or andrea@scaor.org to reserve your space today!



*The deadline for
submission is
February 20, 2009.*



RENEW YOUR REALTOR® DUES! AVOID ADDITIONAL PENALTIES!

After February 20th a late fee of \$30
will be added by C.A.R. After March
1st you will not be able to renew
WINFORMS if your REALTOR®
dues have not been paid.

Coming Up at SCAOR

[Distressed Properties](#) DRE ACCREDITED 2/6
[Listing Lifecycle](#)—NEW MLS CLASS 2/17
[Getting Your Foot in the Door with REO's](#) 2/18
[Intro to e-Pro](#) 2/20 FREE WEBSITE!!!
[County Assessor, Gary Hazelton](#) 2/24
[MLS Essentials Basic & Advanced](#) 2/25
[Escrow Coordination Secrets](#) 2/27

To register call SCAOR 831-464-2000. For a complete list of
classes click [here](#) or www.scaor.org



SCAOR Education Highlight [Your Guide to the California Residential Purchase Agreement \(RPA\)](#)

Instructor: Gov Hutchinson, CAR Legal Counsel
Monday, February 23rd 9:30am-12:30pm
DRE accredited 3hrs Consumer Protection

Learn from the #1 authority on the C.A.R.
Residential Purchase Agreement Contract;
Gov Hutchinson will give a comprehensive line by line
analysis of the RPA. The California Residential Purchase
Agreement and Joint Escrow Instructions (RPA-CA) is
the cornerstone of every successful real estate transaction
in the Golden State, and there are several essential
concepts, principals, and facts about this form that all
REALTORS® should know.

**THIS CLASS IS A MUST ATTEND FOR
EVERY AGENT, BROKER, TRANSACTION
COORDINATOR OR PERSONAL ASSISTANT**