

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

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Don't miss this opportunity
to enhance your business
listing or purchase a
display ad. Click [here](#) for
more information

** Remember, if you do not have an ad
we can design one for you.

Deadline Extended – Don't Miss This Opportunity!

To ensure all SCAOR members have access to this great
advertising opportunity, we have extended the deadline to
next Friday, **March 6th**.

REACH is a full color publication that has been expanded to
include the entire SCAOR membership and will be distributed to
our members, at Chambers of Commerce and local busi-
nesses. This means you will not only be highlighted to the local
real estate community but also the public sector!

RSVP (Realtor Volunteer Service Program) May 4, 2009!



RSVP is a volunteer opportunity for REALTORS®
and other real estate professionals to help seniors
and homebound residents in our community by per-
forming odd jobs that the resi-dents cannot do for
them selves. This is a one day event and is a great
opportunity to serve those in need.

The deadline to volunteer is **March 6, 2009** so
contact Andrea to sign up or to get an application
for a homeowner in need, at andrea@scaor.org or
831-464-2000

ATTENTION SCAOR MEMBERS
Starting March 1st you will need your
Member ID/NRDS # to access the
Members Only Section on scaor.org.

Also Coming Up at SCAOR

[Make Piles of Money w/Goal Planning, Geo
and Personal Farming](#) 3/9

[Dealing with Difficult Tenants Part One](#) 3/23

[License Renewal Review & Testing](#) 3/25

[Santa Cruz County's Geographical Information
System \(GIS\)](#) 3/27

[WINForms](#) 3/30

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



DAYLIGHT SAVINGS TIME IS JUST AROUND THE CORNER!

Don't forget to set your clocks ahead
one hour on Sunday, March 8th!
Supra Keybox access will change from
7:00am-11:00pm to 8:00am-Midnight



SCAOR Education Highlight

Commercial Real Estate, Investment and Development Analysis Seminars

Wednesday, March 4th

9:00am-12:30pm Intro to Commercial Real Estate

1:30pm-4:30pm Advanced Commercial Real Estate

Introduction will teach you how to analyze and value income proper-
ties, determine whether the expenses are realistic or not, all about cap
rates and other financial measures used to value income properties. How
to analyze development sites, determine land values and profit potential
and factors that influence land values, leases and leasing. Long term real
estate investment and lease versus buy analysis. Pitfalls for the unwary...
and so much more. Also benefit by learning how to evaluate your own
investment opportunities. **Advanced will give you** an in-depth real estate
investment and cash flow analysis, lease & lease versus buy analysis. How
to analyze development sites, determine land values and profit potential,
and factors that influence land values. Site assembly and negotiating
strategies. What numbers really count when analyzing real estate? ...and
what are the implications for helping you list, evaluate and sell investment
properties and development sites. **Prerequisite: Seminar 1 Intro to
Commercial Real Estate.**

Click [here](#) for more details about the class and how to register

Save \$15 when
you register
for both
seminars!