

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
or call Karen Kirwan at 831-464-2000 or kkirwan@scaor.org
Click [here](#) for a pdf version of this week's eScoop

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California Association of REALTORS®

EXPO

Your piece of California

October 6-8, 2009

San Jose Convention Center

California REALTOR® EXPO 2009, the state's largest real estate trade show, draws thousands of California key franchise executives, top producers, and movers and shakers every year for educational, networking, and professional development opportunities.

[STAY SHARP WITH TECH TUESDAY ON OCTOBER 6TH](#)

[SOMETHING FOR EVERYONE!](#)

[REGISTER TODAY!](#)



SCAOR's 2009 Housing Expo Coming Soon!

SCAOR is currently seeking sponsors and exhibitors for this fantastic annual event that will be held on September 19, 2009 at Twin Lakes Church in Aptos. This third annual event is free to the public and will educate local consumers about the ins and outs of home buying, investing, greening" their homes and foreclosure avoidance. Don't miss this opportunity to expose your business to this great audience. Click [here](#) for more information or contact Andrea at 831-464-2000.

Coming Soon

August 14th [MLS Matrix Essentials](#) 10:00-11:30am

[MLS Matrix Masters](#) 1:00-2:30pm

August 24th [MLS Matrix Essentials](#) 10:00-11:30am

[MLS Essentials of Realist](#) 1:00-2:30pm

Sept. 4th [Investment Property Analysis GRI #111](#)

Sept. 9th [Charlie Krackeler's License Review & Renew](#)

Don't miss the chance to hone your professional knowledge and network with peers at the California REALTOR® EXPO in San Jose

SCAOR Store August SALE!

House Shaped Flyer Stand w/ Black Roof

Holds 8 1/2 x 11 material

Slant back

Includes business card attachment
SCAOR Member Price is Only \$7.50
(regularly \$9.00)

Change in MLS Rules: Effective August 15th

- * Residential listings with existing buildings will require a photo be included in the listing within 72 hrs after MLS entry.
- * Listings that will, or may, require court confirmation must be designated as such upon listings entry.
- * If a lockbox is present on a property that is located in the MLSListings service area and is listed for sale in the MLSListings system, there must be an electronic lockbox that is accessible by an electronic key issued by one of the lockbox Authorized Providers (SCAOR).

REALTOR®
Ethics
Corner

Code of Ethics Article 1: Agency Duties

Article 1 is followed by thirteen Standards of Practice that cover a variety of specific instances where a REALTOR® is obligated to act in accordance with the Article. Standard of Practice 1-7 states as follows: "When acting as listing brokers, REALTORS® shall continue to submit to the seller/landlord all offers and counter-offers until closing or execution of a lease unless the seller/landlord has waived this obligation in writing...."

HYPOTHETICAL: Broker Scott entered into an exclusive listing agreement with Seller Cathy, for the sale of her home. Although Broker Scott aggressively marketed the property, the home languished on the market with no offers. Finally, an offer came in for \$20,000 less than asking. Since there had been no prior offers, Broker Scott convinced Cathy that the market was... [Read More](#)

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