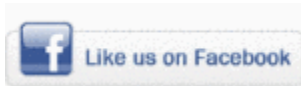


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November 29, 2017



### How well do you know the Listing Agreement?

Did you know? You can get paid even if escrow doesn't close, you can get paid even if an offer is received and accepted after your listing has expired, that the offers you receive are not confidential and you can share the terms of the offer with anyone that asks? Learn about these topics and so much more next week, Tuesday, December 5. \$10 in advance, \$20 at the door – register early! Instructed by Renee Mello, SCCAR president elect and seasoned trainer and REALTOR. [Register here](#)

 <p><a href="#">Order a Report</a></p>	 <p><a href="#">Order a Virtual Tour</a></p>	
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## **\$100 more to be a REALTOR? Well worth it!**

The C.A.R. Issues Fund Assessment was instituted to help get an initiative on the November 2018 ballot that helps senior homeowners. The ballot measure will allow senior homeowners (55 years of years of age and older) to keep all or most of their Proposition 13 property tax savings when they move. The measure, if approved by voters, will let thousands of seniors, currently "locked into" their homes by low property tax rates purchase a home that will better suit their needs while expanding the housing inventory for young families seeking to buy a home. [Read more](#)

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## **Top Notch Top Producer Panel**

Gain insights from our panel of industry veterans that only many years in the industry can produce. Find out how they have sustained long term success through an ever-changing market landscape and get specifics on open houses, client care, advertising and marketing. Panelists: Sally Lyng, David Lyng RE, Mike O'boy, Sereno Group, Brandi Jones, David Lyng RE, Tom Brezsny, Sereno Group, Tony Melo, Aldina RE., Inc., Robert Deacon, Monterey Bay Properties. Event date: Wednesday, December 6. [Read more](#)

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## **Taste of Santa Cruz Raises over \$25K!**

Over 500 attendees enjoyed the 2017 "A Taste of Santa Cruz" fundraiser on November 9th at the Santa Cruz Museum of Art and History and raised a near record amount of funds for the Santa Cruz Association of REALTORS® Housing Foundation. [Read more](#)

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## **What's Your Contribution?**

SCCAR is aware that many of our members either individually or through their office, support and help others in our community in a variety of ways. The REALTORS® Care committee would like to identify those members and assist with coordination efforts if needed. To that end, we are reaching out to our members to find out specifically how you help. Our goal is to create a regularly updated directory of resources and contributions that helps define activities, donations and leaders within the SCCAR REALTOR® and Affiliate Community. [Read more](#)

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## **Investing 101 - Get the Basics!**

Learn how to evaluate and make money going from residential to commercial real estate. Investing 101 will cover the basics on uncovering listings in your database, gross rent multiplier, cap rates, deal evaluation and net operating income. Class date is Wednesday, December 13. Instructed by Andy Kay, Sereno Group. [Register here](#)

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## The Science of the Open House

In this course you will learn how to prepare for your next Open House with detailed neighborhood active listings and sold reports, market statistics and brand-able client tools. Be the neighborhood expert that consumers want to work with. Class date: Wednesday, December 6. [Register now](#)

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