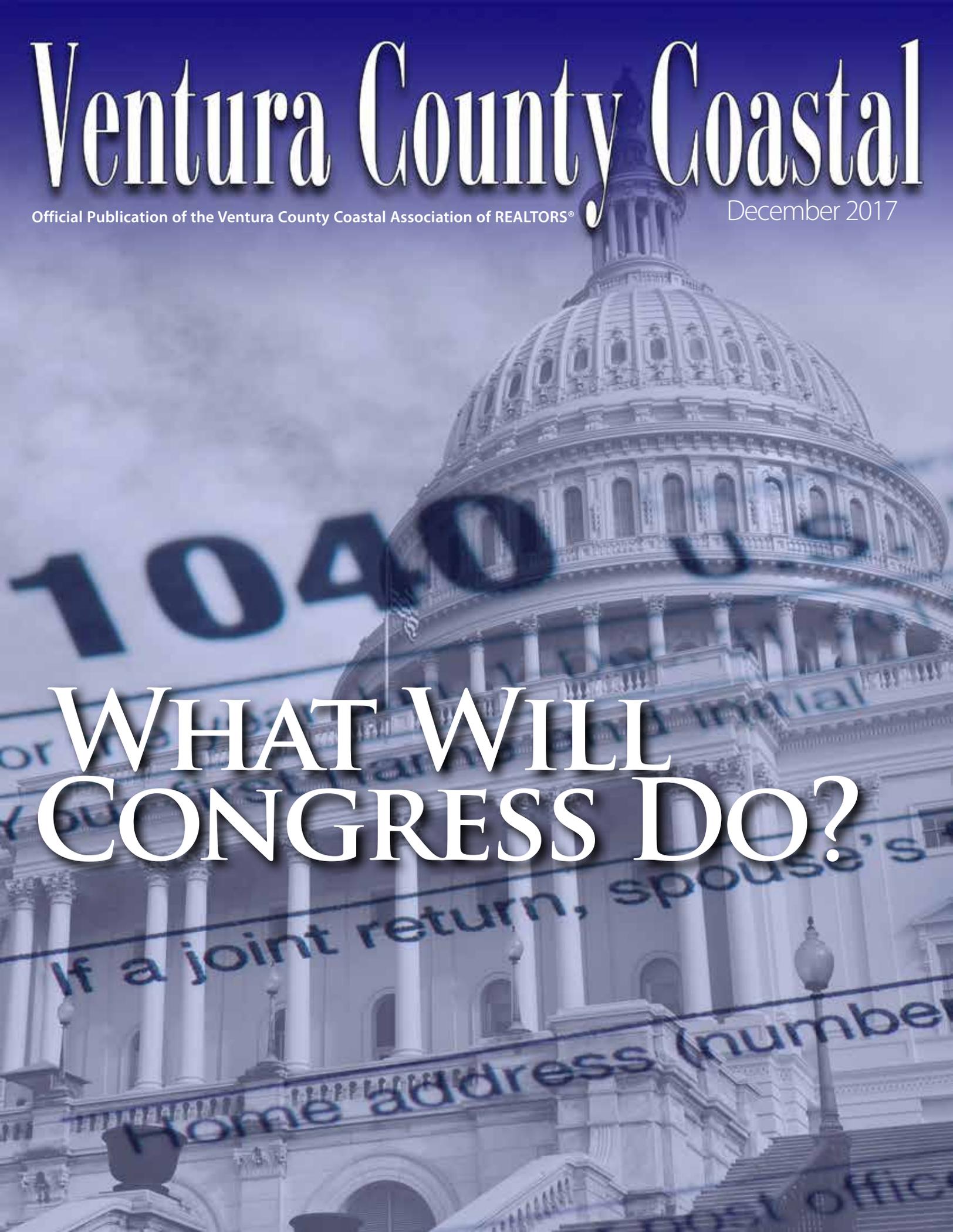


# Ventura County Coastal

Official Publication of the Ventura County Coastal Association of REALTORS®

December 2017

## WHAT WILL CONGRESS DO?





# Ventura County Coastal

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## TABLE OF CONTENTS

President's Perspective: Raise a Glass	3
VCCAR, CSMAR Explore Merger Possibilities	6
C.A.R. President Meets With Area REALTORS®	7
Briefs: Installation to Be Rescheduled	8
Cover: Still Time to Act on Tax Reform	10
Housing Statistics	16
CEO Corner: Members Help After Fire	17

## UPCOMING Meetings/Events

<b>DECEMBER 18</b> VCRDS Boardroom 1:00 PM	<b>JANUARY 1</b> Holiday Office Closed
<b>DECEMBER 19</b> Officers & Directors Meeting Boardroom 9:00 AM	<b>JANUARY 8</b> Education & Equal Opportunity Committee 1:00 PM Boardroom
<b>DECEMBER 20</b> YPN Committee Meeting Boardroom 9:45 AM	<b>JANUARY 23</b> Officers & Directors Meeting 9:00 AM Boardroom
<b>DECEMBER 21</b> REFAT MEETING Boardroom 10:00 AM	<b>JANUARY 25</b> New Member Orientation Training Room 9:00 AM
<b>DECEMBER 25</b> Holiday Office Closed	

Happy  
HOLIDAYS



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**Lyle Elliott**  
*2017 VCCAR President*



*Lyle Elliott*

## Like a Fine Wine, 2017 has Gotten Better With Age at VCCAR

As my term as VCCAR President comes to a close, I've been thinking the year has been like a fine wine – it's gotten better with age.

First and foremost, thank for the opportunity to serve. The theme this year for me has been the opportunities to

- meet state and national legislators
- learn more about our government
- be more exposed to organized real estate at the state and national levels
- and to engage with the city councils throughout our service area.

And as I reflect back, it's hard to believe how many things we've been working on in 2017 here at VCCAR.

We said goodbye to our long-time CEO, Randy McCaslin, and welcomed our new CEO, Wyndi Austin, who has brought an outsider's eye and a fresh perspective to the organization and has done a great job spearheading our Strategic Plan process.

The Strategic Plan focuses on increasing our advocacy and community outreach efforts, strengthening and modernizing our governance and policy, and enhancing the value of VCCAR services to our members. Like all strategic planning processes, it was a hard road, but I think it was a successful effort that will establish a sound foundation for our Association in the years to come.

A number of new initiatives have already come out of the Strategic Plan, including the Leadership Retreats for our incoming officers, committee chairs, and staff to help them get a head start on 2018 and the new leadership academy.

We've also worked to improve our member communications. One step was to create the monthly News Briefs email that gives everyone timely information about events, training classes, and calls for action. I'm most proud of the "Board Briefs" section, which for the first time includes information about every Board meeting and includes every motion that the Board took action on. We're looking to provide complete transparency about what your leadership is doing. We are also issuing an Annual Report to our members this year for the first time ever to give you a full run-down of VCCAR's activities and accomplishments.

While it wasn't an election year, we were certainly busy on the Government Affairs front. Locally, we played a major role in Fillmore's decision to end its point-of-sale inspections, which we hope will keep that issue at bay elsewhere for several years to come. At the state level, we worked hard to maintain good relationships with our legislators and have begun our efforts to help qualify and then pass 2018 C.A.R.'s ballot initiative to increase the housing supply by allowing seniors to transfer their Proposition 13 tax rate if they sell their homes.

And needless to say, we're actively participating in NAR's Call to Action over current proposals to limit or eliminate the mortgage interest and state and local tax deductions – proposals that would seriously impact home values and homeownership here in Ventura County.

We've also worked hard to enhance the value of your VCCAR membership. While we went through some growing pains as we and our members learned how to use the new FlexMLS platform, after a year of training sessions, online tutorials, and one-on-one instruction from our MLS staff, more and more members are coming to realize how the system will be a great tool for years to come. We also reinstated our data share agreement with the California Regional MLS, which allows our members to access the broader CRMLS database of more than 100,000 active listings.

And we tried to beef up our General Membership Meetings as well. This year we featured the insights of real estate guru Brad Inman in February, gave social media tips in June, and a valuable legal update from attorney Stella Ling in September. And you've told us that the new format we unveiled at Levity Live was a real hit as well.

“We're looking to provide complete transparency about what your leadership is doing.”





Brianna Quinn



Joe Vinig



Mark Chacon

Finally, I mentioned some of our communications initiatives previously, but also wanted to remind everyone that VCCAR has really worked hard to continue improving this monthly magazine. Articles this year asked area economists if they saw a housing bubble in the near future, gave tips on what members should be doing during these good times to prepare for leaner times in the future, and provided regular updates about activities in Sacramento and Washington, D.C., that will have a big impact on all of us. We've also profiled some of our longstanding volunteers and recapped some of our social activities, including First Wednesday events, the Chili Cook-Off, and Vino for Vets. Please let your friends and colleagues know *Ventura County Coastal* is worth a read!

Of course, none of these things would have happened without the hard work of a lot of members and staff.

First of all, I want to thank Wyndi and her team for all the help they gave me this year. We have an outstanding staff that

goes the extra mile every day for our members, and we are very fortunate to have them working for VCCAR.

I would also like to thank our officers – President-Elect Matt Capritto, Secretary-Treasurer Jorge DeLeon, and our Immediate Past President Mark Chacon. We worked as a team this year and I know the Association will be in good hands next year with Matt and Jorge at the helm.

Particularly with the Strategic Plan work going on this year, we also relied more than usual on the Board of Directors – Ashley Anderson, Tim Comstock, Terri Davis, Susie Hafer, Sher Heard, Jim Keith, Cami Pinsak, Brianna Quinn, Carolyn Triebold, Robin Turner, and Joe Virnig. Thanks to all of you for your commitment to VCCAR, especially Brianna, Joe and Mark, whose terms are ending.

And while there are too many committee members to recognize here, I do want to call out the chairs who kept things moving smoothly this year – Vanessa Rice, Sher Heard, Jorge DeLeon, Helene Keddington, Al Limon, Liz Selleck, Joe Virnig, Jim Keith, and Sarah Kenney – and our Work Group chairs Juliet Esquibias, Tressa Golden, Mark Chacon, Jorge DeLeon, and Robin Turner.

Like I said, we've all been busy, and I hope productive. Perhaps you'll join me in cracking open that fine bottle of wine and celebrating a great year.

The Thomas Fire has impacted thousands of people throughout Ventura County since it broke out on December 4. VCCAR's members and staff have been at the forefront of efforts to help those affected -- especially members of our REALTOR® family. For details, see CEO Wyndi Austin's column on [Page 17](#).



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## Facilitator Named to Help Determine if VCCAR and CSMAR Should Merge

VCCAR and the Conejo Simi Moorpark AOR have hired a facilitator to help explore whether it makes sense for the two associations to merge, 2017 VCCAR President Lyle Elliott recently announced.

Elliott and CSMAR President Debbie Hake have interviewed several potential facilitators this year and narrowed the search to Ron Phipps, a well-known REALTOR® from Greenwich, R.I., who served as NAR President in 2011.

After officers and executive officers from both AORs met with Phipps during the recent NAR meetings in Chicago, the decision was made to bring Phipps on board.

Elliott stressed that no decisions have been made about going forward with a merger.

“This is just the beginning of the exploration process,” he said. “Teams will be designed and launched after the first of the year to examine all aspects of our associations and determine if a merger would be best for our members. A set of standards will be created and only if this is the best course of action will a merger move forward.”

He said exploring a merger is part of the Strategic Plan adopted nearly a year ago.

Mergers in Ventura County aren’t new, as both VCCAR and CSMAR were formed following the mergers of smaller associations in the west and east counties.

VCCAR and CSMAR each set aside \$10,000 in their 2015 budgets for the services of a facilitator to assist in this exploration.

Phipps is the principal broker-owner of Phipps Realty in Greenwich, RI. Besides serving as NAR President, he served as president of the Rhode Island Association of Realtors, was that state’s Realtor of the Year, and founded REALTOR University, where he now serves as chairman of the Board of Regents. Elliott said he has also worked with many Associations as they examine the possibilities of merger and his experience will be invaluable to VCCAR and CSMAR as we move forward.

Because the two AORs are currently merely exploring the concept, no framework for how to ultimately decide whether to go forward has yet been determined.

For more information, contact Elliott at [lyleelliott@bhscal.com](mailto:lyleelliott@bhscal.com).

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## C.A.R. President Meets With Local REALTORS®

Every year, C.A.R.'s president visits each of the state association's regions, from Eureka in the north to the Imperial Valley in the south. This year, 2017 President Geoff McIntosh met with REALTORS® and staff from AORs in Region 11 on November 16 at an event at the Saticoy Country Club. The event was hosted by VCCAR member Cindy Diaz-Telly, who was the 2017 Region 11 Chair.

The region includes seven AORs in Ventura and Santa Barbara counties, including VCCAR, the Conejo Simi Moorpark AOR, and the Ojai Valley Board of REALTORS®.

In his remarks, McIntosh thanked area REALTORS® for their efforts to support homeownership and urged everyone to work hard to qualify and pass C.A.R.'s initiative that would expand the inventory of homes on the market by allowing seniors (55 and above) to keep their Proposition 13 tax base even if they sold their current home and bought anywhere else in California.

He noted this is important because seniors, who are often on a fixed income, fear they will not be able to afford a big property tax increase if they sell their existing home and buy another one, discouraging them from ever moving. As a result of this "moving penalty," almost three-quarters of homeowners 55 and older haven't moved since 2000.

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. According to the California Legislative Analyst's Office, tens of thousands additional homeownership opportunities will occur annually.

McIntosh has been a REALTOR® for more than 30 years and is the broker and co-owner of Main Street Realtors in Long Beach. He lives in Rancho Mirage.



Among the local attendees were, from left, Cindy Diaz-Telly, CSMAR President Debbie Hake, VCCAR Director Susie Hafer, and Immediate Past President Mark Chacon.



C.A.R. President Geoff McIntosh gives remarks as Region 11 Chair Cindy Diaz-Telly looks on.



From left, 2018 CSMAR President Gayle Sutton, McIntosh, Capritto, and REALTOR® Janet Dorsey.

## Installation Will Be Rescheduled

Because of the Thomas fire, the VCCAR Installation Lunch scheduled for December 8 was postponed and will be rescheduled for some time in January. Check your email for an announcement coming soon on the exact date and location.

## Southern California Housing Market is 'Overvalued,' CoreLogic Reports

Orange County Register | December 5

After 5 1/2 years of steadily rising home prices, Southern California's housing market is "overvalued," real estate data firm CoreLogic reported Tuesday, Dec. 5.

As of October, the Los Angeles County, Orange County and Inland Empire housing markets were among 37 top 100 U.S. metro areas where home prices were 10 percent or more above the long-term, sustainable level, according to the data firm's latest Market Indicators Report.

[Read more](#)

## My Top 10 Predictions for Real Estate in 2018

Brad Inman | December 4

Two years ago as we approached the year 2016, I predicted Donald Trump would be elected President. My crystal ball hasn't always been so prescient. Last year I guessed that in 2017 Zillow would expand overseas and NAR would pick a woman CEO (stupid me).

I was right about the soaring housing market and Redfin's public offering, but otherwise this year did not unfold exactly as I had anticipated. Ibuyer Opendoor is indeed growing but at a much slower pace than I expected. Consider this a warning about this year's predictions for 2018. Here goes.

[Read more](#)

## Four Ventura County Areas Included in Nation's 500 Most-Expensive

Forbes | November 28

Four Ventura County areas were included in the annual list of America's Most Expensive ZIP Codes, compiled by Altos Research, which looks at median home price data for more than 29,500 ZIP Codes covering 95 percent of the U.S. population.

Westlake Village 91362 came in at 146th nationally, with a median price of \$2.177 million. Somis 93066 was 248th with a median price of \$1.677 million, followed by Westlake Village 91361 at 271st with a median price of \$1.623 million. Coming in at 456th was Ojai's 93023 at \$1.253 million.

[Read more](#)

## Southern California Sees Boost in October Home Sales

Ventura County Star | November 29

Southern California home sales for October were the highest they've been in five years, and prices have also continued to rise.

A total of 20,735 homes were sold throughout Southern California in October at a median price of \$495,000, according to a report released by CoreLogic, an Irvine-based firm that tracks the housing industry. Both sales numbers and median prices increased from October 2016, when 20,012 homes were sold at a median price of \$465,000.

[Read more](#)

## 4 Open House Mistakes Only Rookies Make

Inman News | November 17

Not only do open houses create opportunities for sellers to find buyers, but they also create future business opportunities for real estate agents — when they're done right.

Despite the fact that open houses can be excellent for both sellers and their agents, many real estate rookies don't take them seriously. After a few half-hearted attempts with open houses, rookies often claim that they're a waste of time.

[Read more](#)

## Home Prices Rapidly Rise: Is History Repeating Itself?

RIS Media | November 13

The current growth in home prices is echoing the lead-up to the recession. Is history repeating itself?

The answer is likely not, according to a recently released realtor.com® report. Building is lacking in many markets—one hallmark 10 years ago was over-construction—and credit standards are more stringent, says Danielle Hale, chief economist of realtor.com.

[Read more](#)

## Construction Begins on Long-Awaited Limoneira Project in Santa Paula

Ventura County Star | November 8

Public officials, business people and Limoneira executives celebrated the groundbreaking of the Harvest at Limoneira development during a ribbon-cutting ceremony in Santa Paula on Wednesday morning.

The Harvest at Limoneira project in Santa Paula will include the construction of 1,500 housing units, several educational facilities that will include a K-5 elementary school, parks and retail and commercial spaces. Wednesday's celebration was the culmination of approximately 14 years of planning and a \$60 million investment by the Limoneira Co. The event was held on Hallock Drive where Harvest at Limoneira will be constructed.

[Read more](#)

## 300-Home Community Gets OK for Next Step

Camarillo Acorn | November 3

A plan to build nearly 300 high-end, single-story homes for seniors moved closer to fruition Oct. 25 after the Camarillo City Council voted unanimously to rezone the 83-acre site of what was once the undergraduate campus of St. John's Seminary.

Council members said demand is growing for senior-living communities as they voted for the project from Walnut, Calif.-based Shea Homes, a privately owned home developer.

[Read more](#)



## How Will the Southern California Wildfires Affect Local Real Estate?

Realtor.com | December 8

More than 86,000 homes in Ventura and Los Angeles counties are at risk of damage from this latest round of fires, according to real estate data firm CoreLogic. That could cost \$27.7 billion to rebuild. And these figures don't include the more recent blazes that broke out in San Diego to the south and Riverside County, east of L.A.

Compounding the tragedy is that these are already tight housing markets. That could get worse as more displaced renters and homeowners compete for whatever unharmed abodes are available as they rebuild.

It could "exacerbate an already challenging market for buyers," says Chief Economist Danielle Hale of realtor.com®. "People will probably look more toward apartments." But there aren't enough affordably priced rentals to go around either.

[Read more](#)

## Southern California Homes Overvalued? Appraisers Suggest Yes

Orange County Register | December 10

These real estate professionals have their own voice in the grand bubble-or-not debate over local home values. Of course, there's their day-to-day work in the trenches. And their role in an intriguing home-price metric compiled by the Real Estate Research Council of Southern California, headquartered at Cal Poly Pomona.

For nearly three-quarters of a century, the council gets appraisers to reevaluate the same properties every six months – over and over and over again. Yes, looking at roughly 300 homes is a tiny sample of local housing. But it's also a consistent sample — retooled in 1990 — that minimizes the built-in variables that can plague other indexes based on the ever-changing mix of what's selling and what's being built.

[Read more](#)

## No Housing Bubble in Sight

San Jose Mercury News | December 12

A real-estate site's predictions for 2018 offer yet more disappointing news for would-be first-time homebuyers in California hoping that the New Year might bring some relief.

"The outlook for next year is rising prices, rising rates and rising property taxes," said Redfin's chief economist, Nela Richardson. "I wish I could have better news."

Here is how Redfin's housing market team predicts that the new year will shake out:

[Read more](#)

## Quakes and Fires? It's the Cost of Living That Californians Can't Stomach

New York Times | December 12

Russel Lee and his wife spent the past few years going online to do the depressing math of how much less housing costs pretty much everywhere that isn't California. They looked at Idaho, Arizona, North Carolina and Kentucky, but Mr. Lee, who was born in San Francisco and has lived in the Bay Area his entire life, could never quite make the move. Then the fires came.

In October, as the most destructive wildfire in state history swept through Northern California, Mr. Lee's three-bedroom home in Santa Rosa was consumed by the flames. He lost everything: his tools, his guns, his childhood report cards. Forced to confront the decision of whether to stay and rebuild or pick up and go somewhere else, Mr. Lee finally decided it was time to go. He used the insurance payment to buy a \$150,000 home outside Knoxville, Tenn., and will soon leave California for good.

"It was like 'Welp, it's time,'" Mr. Lee said. "It's kind of like 'The Grapes of Wrath' in reverse."

## The Inman Files: Thanks to California and You

Inman News | November 22

Yaz and I recently bought a little house in the tiny and storied town of Palm Springs, California, which is nestled in the Coachella Valley facing a big picturesque mountain — the San Jacinto Peak — that looms over this historic desert town like a loveable beast.

This desert spot is another one of those dreamy California destinations, a place like so many on the western edge — no basements, no radiators, no copper piping and few historic statues. It is packed with mid-century history and long before that, the yore of Native Americans and generations of searchers, roamers and misfits.

[Read more](#)

## What to Expect From Real Estate Tech in 2018

Forbes | November 16

The real estate tech sector is being shaped by shifting market conditions and changes in consumer behaviors. Every year, my company tracks and analyzes emerging trends in real estate tech to better understand technology's impact on the industry. The purpose is to help prepare real estate professionals and organizations for the future by collecting, assessing and reporting the trends that will most impact them.

[Read more](#)

## Why the Houses of the Future Will Look Significantly Different

Washington Post | December 13

The future shape of housing in U.S. cities and suburbs, including metropolitan Washington, is destined to change significantly. Whether detached, attached, part of a residential cluster or in a multiunit building, more and more dwellings in coming decades will look less and less like the home you now inhabit or the home where your parents grew up.

[Read more](#)

## Drones Play a Bigger Role in Residential, Commercial Real Estate

Central Penn Business Journal | November 14

If a picture is worth 1,000 words, what is the value of aerial photography and video captured by today's unmanned aircraft systems, aka drones?

In residential and commercial real estate, the demand for drone services continues to rise, and uses have expanded beyond producing photos for marketing materials.

[Read more](#)



Marta Golding Brown

By Marta Golding-Brown  
VCCAR Government Affairs Director

## While Congress Works on Tax Bill, There's Still Time for REALTORS® to Act

As you undoubtedly know, both the House and Senate have now passed tax reform bills that would seriously damage the value of homeownership here in Ventura County and throughout California.

But several steps remain before a final bill can be passed and signed into law, which means there is still time for REALTORS® to engage lawmakers to remind them of the serious negative consequences of passing legislation as its now written.

As we are asked to continue engaging in the issue, it's also important to note that REALTORS® have already positively influenced tax reform in some key areas. For example, both the House and Senate have agreed to maintain deductibility of state and local property taxes up to \$10,000, to maintain Section 1031 tax-deferred exchanges in their present form for real estate investments, and to maintain the capital gains exclusion timeline at two out of five years rather than the proposed five out of eight years.

*“We still have an opportunity to influence Congress.”*

But our work is not done. We still have an opportunity to influence Congress to help make the tax reform bill more favorable to homeowners and consumers. Now that both the House and Senate have passed The Tax Cut and Jobs Act, a conference committee will begin to address the differences between the two bills.

Important improvements in the legislation are possible by encouraging Congress to maintain the current law for the mortgage interest deduction and capital gains exclusion, and allow for the deductibility of state and local income taxes. Retaining current law makes the bill more favorable to homeownership.

While a conference committee – consisting of Senators and Representatives – is being appointed to work out differences between the two bills and bring a final package to both houses for floor votes, informal negotiations are already under way behind the scenes. As all Democrats have voted against the Republicans' proposals so far, those talks behind closed doors will likely determine what provisions are in the final bill.

California senators Dianne Feinstein and Kamala Harris both voted against the measure, as did Rep. Julie Brownley, D-Thousand Oaks, and all three are all but certain to oppose the final measure. However, Rep. Steve Knight, R-Palmdale, who represents Simi Valley, voted for the House version along with 10 other California Republican members.





House Republicans said earlier this month that they were exploring changes that would lower tax bills for Californians and others who pay high state income taxes by allowing

people to deduct at least some state income taxes. The proposal is still very much a work in progress, and we urge all REALTORS® to respond when a new Call for Action is made.

## Please Sign Petitions for Tax Portability Initiative

VCCAR and C.A.R. are embarking on an historic effort to increase homeownership opportunities, one that we know REALTORS® can feel good about supporting. C.A.R. is going to qualify an initiative for the November 2018 ballot which will allow senior homeowners (55 years of age and older) to keep all or most of their Proposition 13 property tax savings when they move. Every REALTOR®, Affiliate, their clients, and families are urged to sign the petition.

buy another one, discouraging them from ever moving. As a result of this “moving penalty” almost three-quarters of homeowners 55 and older haven’t moved since 2000. C.A.R.’s portability initiative will allow senior homeowners to transfer their property tax base from their current residence to a replacement residence located anywhere in California.

### Why does this matter?

This is important because seniors, who are often on a fixed income, fear they will not be able to afford a big property tax increase if they sell their existing home and

What will the Tax Portability Initiative do? 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 freeing up housing inventory for young families seeking to buy a home. According to the California Legislative Analyst’s Office, tens of thousands additional homeownership opportunities will occur annually.



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## Doesn't current law protect homeowners?

California homeowners are currently protected by Proposition 13 from rapidly increasing property taxes. However, seniors often fear they will not be able to afford a big property tax increase if they sell their existing home and buy another one, which keeps them from ever moving. As a result of this "moving penalty," almost three-quarters of homeowners 55 and older haven't moved since 2000. C.A.R. is promoting a new initiative that will allow seniors to sell their home while keeping some property tax protections, and therefore create homeownership opportunities for young families.

The amount any homeowner pays in property taxes is based on the assessed value of their home at the time of purchase. Generally, Proposition 13 limits property taxes to 1 percent of the assessed value at the time of purchase even if the value of the property subsequently increases.

Unfortunately, homeowners lose their Proposition 13 property tax savings when they move to another home. Under another law, Proposition 60, senior homeowners – defined as 55 years of age or older – are allowed to transfer

their property tax base to another home in the same county so long as the purchase price of the replacement home is equal to, or less than, the sale price of the original residence.

Under Proposition 60, a senior homeowner is limited to making only one such transfer over the course of his or her lifetime. And, if the spouse of a senior homeowner has already transferred a property tax base, that senior homeowner is disqualified from making another transfer of the tax base.

Proposition 90 is an extension of the original Proposition 60 program. Proposition 90 allows senior homeowners to transfer their property tax base to a home in a different county so long as that county accepts such transfers. (At last count, only 11 counties are accepting transfers from other counties.)

## How can I help?

Every California REALTOR® has been mailed a copy of the petition. The best way to help promote the initiative right now is to sign it, collect 4 additional signatures, and return the petition to C.A.R. More petitions are available at the Association office or from C.A.R. and REALTORS® are encouraged to gather signatures for this very important effort.

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→ DON'T FORGET!

# 2018 DUES RENEWAL



Invoices are made available mid-December and payable by January 2, 2018.



## KEY DEADLINES TO REMEMBER

It's time to renew your association membership dues for 2018! Let VCCAR continue to be a part of your successful real estate career! Remember to renew on time to avoid the late fee or re-instatement fee!

DUE  
JAN 2

Check out [www.vcrealtors.com](http://www.vcrealtors.com) for more information.

### DUES DEADLINES & INFORMATION

**January 2:** Dues Renewal invoice payments are due.

**January 16 - January 31**  
Unpaid dues invoices will now include a **\$50 late fee**.

**February 1 - February 14:** Unpaid dues invoices will now effect your membership status as a **NON-MEMBER**. A non-member assessment (re-instatement fee) is now reflected on unpaid invoices.

- \$100 REALTOR® Members
- \$150 Designated REALTOR® Members

**February 15:** Remaining unpaid dues invoices will trigger member **termination**.

## STEPS TO A SMOOTH PROCESS

**CONFIRM** that VCCAR has your most recent **EMAIL** address and **PHONE** number. Contact member services at **805-981-2100!**



**JANUARY 2**  
INVOICES DUE

**JANUARY 16**  
LATE FEE  
• \$50

**FEBRUARY 1**  
REINSTATEMENT FEE  
• \$100 REALTOR®  
• \$150 Designated REALTOR®



## PAY ONLINE

PAPER INVOICES ARE NO LONGER MAILED

VCCAR MEMBERS WILL RECEIVE notification via email when dues renewal invoices are ready and available to pay online.



Ventura County Coastal Association of REALTORS®  
2350 Wankel Way, Oxnard, CA 9303  
T: 480-981-2100 | F: 805-981-2107

[www.vcrealtors.com](http://www.vcrealtors.com)

## NEW MEMBERS



Eleven new REALTORS® were sworn in and awarded their pins after VCCAR's New Member Orientation in November.

**From left:**

2017 President Lyle Elliott; Tony Gonzalez, Capital Real Estate Group; Consuelo Magana, Truth Realty; Cynthia Lau, Berkshire Hathaway Home Services; Elyse Futhey, Jacobson Realty; Norma Perez, Century 21 Troop Real Estate; Laurel Nelson, Hoffman,

Vance & Worthington; John Kolb, Keller Williams West Ventura; Danielle Fian, Century 21 Troop Real Estate; Andrew DelMarto, Metes & Bounds Realty; Erik Lemaire, Joe Kapp Real Estate; and Abraham Luna, Intero Real Estate Services.

# Did You Know?

**RULE 7.8 - Late Entry of Listing**

**RESULT** Violation May Result in a Warning or Fines

**FINE \$250 and higher**



*This common violation occurs when a listing is not entered into the MLS in a timely manner. Agents must remember to input the listing within 2 business days as detailed below, or submit an Exclusion to the MLS within 2 business days (Rule 7.9).*

**Rule 7.8 Mandatory Submission.** Within 2 business days after all necessary signatures of the seller(s) have been obtained on the listing or at the beginning date of the listing as specified in the contract, whichever is later, on any exclusive right to sell or exclusive agency listing on one to four unit residential property and vacant lots located within the service area of the MLS, Broker Participants shall (1) input the listing to the service, or (2) submit a seller-signed exclusion in accordance with Section 7.9 (Exempted Listings) to the AOR/MLS.

**For more details on this and other MLS Rules click [HERE](#).**

**Do you see common MLS violations? Please LET US KNOW** and we'll feature the information in an upcoming issue. Email to: [MLS@vcrealtors.com](mailto:MLS@vcrealtors.com) with Subject: MLS Did You Know?

# BROKER TOUR INFORMATION

Broker tours in different parts of the county are routinely scheduled on the same dates and times each month. For your convenience, here is the normal schedule. Please note that Broker Tours are occasionally cancelled or moved, so check the VCCAR and CSMAR online calendars to confirm there have been no changes in tours in the two AOR's service territories.

**Camarillo:** Thursday. Pre-tour meetings are held at the Boys & Girls Club, with networking at 8:45 a.m. and the meeting at 9 a.m., with sales pitches to follow. Broker Tour lists are pulled off the computer and properties are generally held open from 9:30 a.m. until noon, but there are no set hours. If a property needs to be removed from the list, please remove it as soon as possible, preferably the night before the Broker Tour date.

**Oxnard/Port Hueneme:** Wednesday. The same rules as Camarillo apply. A Pre-Tour meeting is held at 9 a.m. at the VCCAR Office, 2350 Wankel Way, Oxnard.

**Santa Paula/Fillmore:** Wednesday. Broker Tour/Caravans in Santa Paula will be from 10 a.m. to noon. There will be a Pre-Tour/Caravan meeting at the new Troop Real Estate Office 750 E. Main St., Santa Paula, at 9:30 a.m. Broker Tour lists are pulled off the computer and properties are generally held open from 10 a.m. until noon, but there are no set hours. If a property needs to be removed from the list, please remove it as soon as possible, preferably the night before the Broker Tour date.

**Ventura:** Thursday. An informal pre-tour meeting for REALTORS® only (complete with refreshments) is held at Mimi's Cafe, 3375 E. Main St., Ventura, from 8:30-9:30 a.m. The CMA Group also holds an informal meeting (complete with refreshments) at 9 a.m. at The Sandwich Factory, 4531 Market St., Ventura. The same rules as Camarillo apply.

**Conejo Valley:** Friday. The meeting for Thousand Oaks, Newbury Park, Agoura, Westlake, and Oak Park will be held at the CSMAR Thousand Oaks Office, 463 Pennsfield Place #101 in Thousand Oaks. Meetings are held from 8:30-9:15 a.m. The broker tour follows from then to approximately 2 p.m.

**Simi Valley/Moorpark:** Friday. The meeting for Simi Valley, Moorpark, Wood Ranch, and the Santa Rosa Valley is held at the Seventh Day Adventist Church, 1636 Sinaloa Rd. in Simi Valley. Meetings are held from 9-9:30 a.m. The Broker Tour starts immediately following and goes to approximately 2 p.m. It is highly recommended that tours are pitched in person at the meeting.

**Ojai:** Friday. The list is pulled off the computer and properties are generally held open from 9:30 a.m. until noon.

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NMLS ID#: 472185

As a reminder, Ventura County Coastal is using data from RPR – Realtors Property Resource – to compile its monthly housing statistics. RPR is a free resource available to all REALTORS® from NAR and Ventura County Regional Data Share that allows you to create customized market reports and data on your desktop or your mobile device. To create your account or to learn more, visit [www.narrpr.com](http://www.narrpr.com).



## Median Listing Prices Climb, but Sales Prices Rise at Slower Pace in November

For the second straight month, the median listing price for homes on the market in Ventura County climbed by double digits compared to figures a year ago, but that price spike has yet to manifest itself in actual sales prices, according to November data from the Ventura County Regional Data Share MLS and Realtors Property Resource (RPR).

The median listing price was \$685,000, which was up 14 percent from the year before but basically unchanged from October. The median sales price, however, was \$585,000, up 2.6 percent from the previous month and up 7 percent from last year. And the median price per square foot for homes sold remains flat at \$336, down \$4 from October and up \$10 from last year.

Meanwhile 525 properties closed during the month, down 11.6 percent from 594 in October and down 6 percent from 559 in November 2016. Pending sales also fell to 353, down 6.6 percent from October and a sharp 21 percent decline from the 449 pending sales last year.

The number of homes on the market also continued its downward trend. As of the end of November, there were 1,460 active listings, down 11.5 percent from October and down 31 percent from a year ago. New listings also dropped to 583, down 9.5 percent from October and down 13 percent from a year ago.

At the end of the month, there was just 2.45 months of inventory on the market, down by just under a full month's worth from the same time last year.



## Market Data Report

VCCAR Report

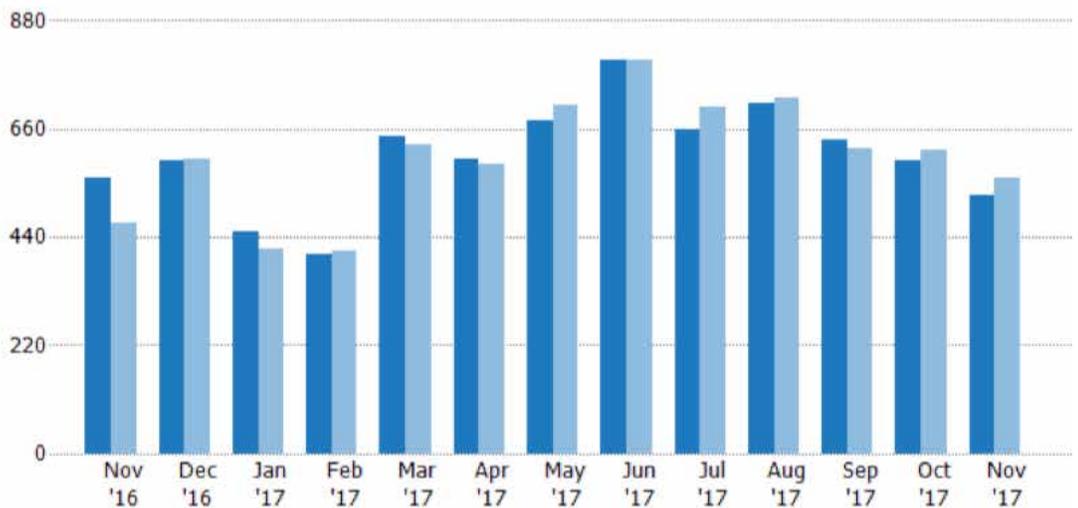
### Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

#### Filters Used

State: CA  
 County: Ventura County, California  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Nov '17	525	-6.1%
Nov '16	559	19.7%
Nov '15	467	6.6%



Current Year	559	595	450	406	646	598	678	801	658	711	637	594	525
Prior Year	467	600	416	413	626	589	710	800	705	723	621	618	559
Percent Change from Prior Year	20%	-1%	8%	-2%	3%	2%	-5%	0%	-7%	-2%	3%	-4%	-6%

**Wyndi Austin**  
*Chief Executive Officer*

## VCCAR Members Respond Quickly and Generously as Fire Continues to Burn

The prospect of a catastrophic event happening nearby is something that every Californian has to keep in the back of their minds. We live in a beautiful region prone to natural disasters, including earthquakes, floods, and fires. But when a disaster actually occurs, it changes a community in an instant.

The Thomas Fire brought fear to each of us as it spread quickly beginning on the night of December 4th. Already one of the largest wildfires in state history, as of this writing the fire has burned 231,700 acres, destroyed 868 buildings, and is only 17 percent contained.

The fire continues to threaten areas of Ventura and Santa Paula and along the Rincon, and now has roared into Santa Barbara County as well. Thousands of people have been evacuated from their homes at some point since the fire exploded, and workplaces have been affected as well.

Everyone in the area has been impacted in one way or another, some certainly more than others. Our REALTOR® community has been affected as well, with at least 17 VCCAR members having lost their homes. This realization brings both sadness and an inherent need to help. And help is exactly what so many of our members have done.

Members of the VCCAR family have helped ensure the safety of so many that were displaced, organized collections of daily necessities, served meals, driven victims to and from shelters, and hosted fundraisers. Your Association opened our office to members who needed office space, assembled emergency kits, and made lunch available to any member who needed it.

Going forward, VCCAR's focus will be to assist members who may need temporary housing. As we receive information with availability, we will continue to provide updates on [the official VCCAR Facebook page](#). In addition, we are continuously updating a communitywide live Google document with [specific housing needs](#).

But of course, the need will continue for some time – especially since it's the holiday season as well. I encourage those who can help to consider contributing to the California Association of REALTORS® Disaster Relief Fund. C.A.R. established the Disaster Relief Fund in the wake of the devastating 2003 California wildfires. Grants provided by the fund were used to help members of the REALTOR® family – REALTORS®, their staff, and association members and their staff – who incurred substantial losses due to the wildfires. Today, C.A.R. continues to reach out to those affected by natural and other disasters by distributing grants of \$1,000 to \$10,000 from the fund.

Your Board of Directors has voted to donate \$10,000 to the fund help fellow members in need. Every donation will be put to good use. You can [donate online here](#).

If you need assistance, you can [apply online here](#).

Disasters like the Thomas Fire can bring out the best in all of us, and I'd like to thank all of our members who have reached out, inquired, and offered support and help.



*Wyndi Austin*

“ Help is exactly what so many of our members have done.”

# Look What's Available in the VCCAR REALTOR® Store



## 3D Home Keychain

- Perfect key ring for your house keys or your clients.
- Made of metal.
- House is attached to a key ring.
- Size of House: 3/4" tall x 3/4" wide x 1 1/4" long
- Keyring: 1 1/4" in diameter
- House is engravable if you want to add a personal and lasting message. You will need to take it to your local jeweler to have the engraving completed.



**VCCAR member Price: \$5.99 plus tax**

## Home Sweet Home Key Ring

- Made of metal.
- 1/2" ring
- Size of pendant: 1" diameter
- Size of Key: 2 3/4" tall x 7/8" wide
- Keyring: 1 1/8" in diameter
- Beautiful key ring for your agent's house keys or your clients
- Home Sweet Home pendant has inscription on both sides and is attached to ring



**VCCAR member Price: \$7.99 plus tax**

## PVC Open House A-Frame

Plastic legged A Frame made of PVC pipe and heavy duty High impact styrene plastic for the 18" x 24" sign. Red imprinted Open House sign.



**VCCAR member Price: \$25.00 plus tax each.**

## Metal Open House A-Frame

This 1/8" Thick double-sided sign hangs within a 3/8" steel folding frame. Folds flat for easy storage. Frame includes a holder for our metal flag pole.



**VCCAR member Price: \$30.00 plus tax each.**

## Solid Plastic Real Estate Riders

6"x24"x 1/8" These solid plastic riders are double sided and have drilled mounting holes.



**VCCAR member Price each: \$4.95 plus tax each.**

## Door Hanger/Double Sided



The different design on each side allows you to choose which style to use based on your mood, your client's style or even the color of the door. Either way, the choice is yours – isn't it nice to have options?

- Door hangers are designed for use on the front doors or inside doors, so the Listing Agent can let the visitors know what is going on in the home - Are There Pet's Inside, please remove shoes before entering our home., Open House in Progress, please use shoe covers upon entering our home., Lights Off? Doors Locked?

- Beautiful designs will catch Real Estate Agent & prospects attention!
- Laminated so it is long lasting and with a slit on the side, so it will fit on any type of door handle or knob without fear of it falling off. • Size: 3" x 8"

**VCCAR member Price: \$.75 plus tax each.**

## Business Card Wallet

- Size: 4 1/8" wide x 3" high x 3/4" gusset
- Durable Leatherette material.
- Comes branded with the REALTOR® logo.
- Convenient wallet style business card case with ID window and gusseted pockets to hold business cards, credit cards and more!



**VCCAR member Price: \$11.95 plus tax each.**

**Returns must be within 30 days of purchase unopened package with receipt.  
No refund on single forms. No exceptions.**