

# Ventura County Coastal

December 2016

*Celebrating*



2017 President Lyle Elliott

*20 Years!*



Mark Chacon  
passes the gavel  
to Lyle





# Ventura County Coastal Association of REALTORS®

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## UPCOMING Meetings/Events

### DECEMBER 14

Board of Directors Meeting  
Board Room  
4:00 PM

### DECEMBER 15

Choosing REALTOR® Champions  
Training Room  
1:00 PM

### DECEMBER 16

Choosing REALTOR® Champions  
Training Room  
8:00 AM

### DECEMBER 16

MLS Committee Meeting  
Board Room  
9:00 AM

### DECEMBER 23

VCCAR Office Closed

### DECEMBER 26

Christmas Holiday  
VCCAR Office Closed

### DECEMBER 30

New Year's Holiday  
VCCAR Office Closed at 12:00 pm

### JANUARY 2

New Year's Holiday  
VCCAR Office Closed

### JANUARY 10

MLS Committee Meeting  
9:00 AM

### JANUARY 12-13

2017 Leadership Team Building  
Session

### JANUARY 17

VCCAR Board of Directors Meeting  
Board Room  
9:00 AM

### JANUARY 19

New Member Orientation  
Training Room  
9:00 AM

### JANUARY 24-28

C.A.R. Winter Business Meetings  
Indian Wells CA



## Thanks to All Our Members and Staff for a Great Year as Your President

**Mark Chacon**  
2016 VCCAR President



Mark Chacon

It's hard to believe that my term as VCCAR president is coming to a close. It was indeed a fun and adventurous year. But on the other hand, I am beginning to appreciate the old line that the three most-special words in the English language are "immediate past president."

Seriously, your officers, board members, and staff worked hard during 2016 to promote VCCAR, sound legislation, and private property rights here in Ventura County, in Sacramento, and in Washington, D.C. It's been said that REALTORS® make a difference, and our members truly have this year.

To begin with, 10 candidates for mayor or city council in our service territory that were identified by our Local Candidate Recommendation Committee won their races in last month's elections. And even better, only in two races did a candidate not recommended beat out one who was supported by VCCAR. We believe these elected officials will support homeownership, private property rights, and economic growth here in the county and look forward to working with them during the coming year. And I want to thank LCRC and its chair, Al Limon, for all their work this year.

But you all stepped forward in so many other ways.

- Last year I issued a general call to action for all of you to get involved. And you did!
- I asked you to like the Association's Facebook page. Today we have 575 likes and 1,757 of you have "checked in."
- I asked you to contribute to the REALTOR® Action Fund, or RAF, which is on your dues billing statement as a voluntary contribution. These funds help NAR, C.A.R. and our Association fight on behalf of the real estate industry and private property rights in general. In 2016, more than 22 percent of our Members contributed to the Fund.
- I asked you to attend our two general membership meetings in April and in June. Both were well-attended. And, I want to specially recognize the Realty ONE Group Summit Office. At the June meeting, it was notable that many REALTORS® from their office attended. I think this a great practice and challenge all offices to participate in future events as office groups vs. individuals.
- But my most important call to action last year was a request for you to join one of our 13 committees. And you overwhelmingly responded. More than 125 REALTORS® and Affiliates volunteered their time and expertise to support our 13 committees.

I especially want to thank your committee chairs: Affiliates, **Salena Bracamontes-Maloney** and **Vanessa Rice**; Budget & Finance, **Matt Capritto**; Education/Equal Opportunity & Cultural Diversity, **Sher Heard**; Grievance, **Helene Keddington**; Local Government Relations, **Elisabeth (Liz) Selleck**; MLS, **Wayne King**; Nominating, **B.J. Ward**; Professional Standards, **Jim Keith**; Personnel, **Dennis Goldstein**; Public Relations, **Pam McWaid**; YPN, **Armani Amezcua**; and We Care, **Karen Campbell**. And let's not forget **Janet Dorsey**, who led the Installation Committee this year.

Needless to say, I couldn't have done my job without the fine work of our VCCAR staff -- Randy McCaslin, Marta Golding Brown, Pamela Patterson, Lynn Van Emmerik, Alma Dominquez, Erica Serrano, Molly Pellgrino, Vicky Vandruff, and Rosa Salazar. As well as John Frith, our communications consultant.

And I also I also want to thank my office mate, Evelyn Ruiz, for her support throughout my year.

In closing, I look forward to the year ahead and what we can accomplish together. Your new officers and board, led by our new President Lyle Elliott, will do a great job in 2017.

## VCCAR Names New CEO

I'm pleased to announce that after conducting a nationwide search, the Association has named Wyndi Austin as its new CEO. Wyndi started work this month and will officially take over from retiring CEO Randy McCaslin on February 1. To learn more about Wyndi, please see story on [Page 6](#).



## Did You Know...

**Randy McCaslin**  
*Chief Executive Officer*



*Randy McCaslin*

### Two Important Ethics Provisions Every REALTOR® Should Be Aware Of

As with previous articles in this series, I am focusing this month on the Code of Ethics and a couple of frequently violated codes, Articles 11 and 15.

Article 11 states the following: "The services which REALTORS® provide to their clients and customers shall conform to the standards of practice and competence which are reasonably expected in the specific real estate disciplines in which they engage, residential real estate brokerage, real estate property management, commercial and industrial real estate, land brokerage, real estate appraisal, real estate counseling, real estate syndication, real estate auction, and international real estate.

"REALTORS® shall not undertake to provide specialized professional services concerning a type of property or service that is outside their field of competence..."

In other words, it must be fully disclosed to the client or customer that whatever the service provided is outside an agent or broker's area of competence.

What does this mean? To begin, it means you owe it to your clients or customers to be fully competent in the area of service you are providing to them. For example, if you are an agent who specializes in residential real estate only, you should not venture into commercial, industrial, or other areas. You cannot be competent to provide a service you have never dealt with.

Furthermore, while geographic areas are not mentioned above, one should take that into consideration when working with a client. Every market area is different, so if you are not familiar with a given market area, how can you properly advise your client or customer as to the true market value of a given property? Merely checking market statistics is not sufficient. That is too inclusive in and by itself. You need to really know and understand the market area.

Article 15, meanwhile, states the following: "REALTORS® shall not knowingly or recklessly make false or misleading statements about other real estate professionals, their business, or their business practices.

Unfortunately, there are times "in the heat of the battle" that agents make a comment demeaning another agent and the way they do their business – only to have it backfire on them with the potential client or customer. Most people are reasonable and are a bit offended when an agent attempts to make themselves look better by demeaning another agent.

In addition, negative comments about another REALTOR® made on social media may also be a violation of Article 15.

There are numerous areas where Article 15 can be violated, sometimes even unintentionally, so please restrain your comments regarding other agents and their business practices.

Remember – if a REALTOR® is found to be in violation of either Article 11 or 15, they may have the sanctions, fine and photo posted on both the C.A.R. and VCCAR secured websites for all their colleagues to see. And that's not a good thing.

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### VCCAR Names Wyndi Austin new CEO

After a nationwide search, VCCAR has hired veteran REALTOR® association executive Wyndi Austin as its new CEO. She joined the VCCAR staff on December 5 and will take over from retiring CEO Randy McCaslin effective February 1.

Austin has more than 11 years' experience in association management, most recently as Director of Marketing Communications for the SouthEast Valley Regional Association of REALTORS® in the greater Phoenix area.

She has extensive experience with community relationship building, board relations, finance, staff training and development, marketing leadership, and strategic planning. She also is committed to helping members perform at a top level and making technology a fun avenue to implement within their daily lives and businesses.

"We interviewed several outstanding candidates to replace Randy, but ultimately agreed that Wyndi had the experience and personality to serve as VCCAR's top staff member," said incoming VCCAR President Mark Chacon.

"In her most recent position in Arizona, Wyndi worked to create a new brand identity for her Association, provided leadership guidance, and helped members become more familiar with its benefits and offerings."

Elliott also noted that Austin has completed her REALTOR® Association Certified Executive (RCE) designation and the Certified Association Executive (CAE) designation from the American Society of Association Executives, which is the highest professional credential in the association industry. Less than 5 percent of all association professionals have earned the CAE.

Austin said she was looking forward to joining the VCCAR team.

"VCCAR is in a great position thanks to the leadership of its Board over the years and because of Randy McCaslin's 17 years as CEO," Austin said. "I intend to build on that legacy and do everything I can to help our members be successful as our industry continues to evolve."

A Wyoming native, Austin began her career with a startup computer software developer at the age of 19.

One of her first assignments was to promote the company's software programs with leading industry publications. In just a few years, her efforts led to thousands of articles being published nationally in publications ranging from the *New York Times* to the *Los Angeles Times* to *PC Magazine*.

She ultimately was promoted to Vice President of Marketing & Public Relations and remained in this industry for many years, eventually becoming a partner and was instrumental in guiding the company through its initial public offering (IPO).

Austin eventually moved into the technology sector and then as a marketing manager for The Rich Dad Company with *New York Times* best-selling author Robert Kiyosaki.

She is a sports fan, especially football and baseball, and enjoys hiking, biking, and the great outdoors. She spends every spare moment with her family – husband Roshiem, stepson Isiah (20), and daughter Myka (15).



Wyndi Austin

*Welcome to the team!*

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## Don't Forget to Support the REALTOR® Action Fund

By **Marta Golding Brown**  
*VCCAR Government Affairs Director*



*Marta Golding Brown*

As VCCAR 2016 President Mark Chacon mentioned in his farewell column on Page 3 of this issue, 10 candidates for mayor or city council member in our service area supported by the Association were victorious last month, and in only two races did a candidate not supported defeat one that was.

(Last month, we reported that only 1 race went the other way, but a final count of all absentee and provisional ballots showed that Aaron Starr was narrowly defeated in Oxnard.)

These campaigns were supported financially by CREPAC – the California Real Estate Political Action Committee – which supports pro-housing candidates and opposes ones who don't understand the importance of homeownership and private property rights.

But CREPAC and its sister organization IMPAC – the Issues Mobilization Political Action Committee – are only as strong as the commitment of REALTORS® up and down the state to contribute to its success. And that's why as you pay your dues this year, we urge you to make a voluntary contribution to C.A.R.'s REALTOR® Action Fund (RAF).

C.A.R. has set three commitment levels – an introductory level of \$20, a “minimum cost of doing business” level of \$49, and “the true cost of doing business” level of \$148. Members who go the extra mile and donate at the \$449 level are considered major donors.

Why participate? Because state and local officials make decisions every day that can affect your business. Besides supporting and opposing candidates at election time, the RAF supports IMPAC, which provides funding at the state and local level for issues that are being debated. The program can fund:

- Ballot measure campaigns;
- Advocacy for or against local proposals, including consultant fees, mailings, and polling;
- Policy education, outreach, and advocacy to inform policy-makers and the public about real estate issues;
- And policy research, consulting, and education.

For example, VCCAR used local and national IMPAC funding in 2015 to fight the proposed point of sale requirements being proposed in Fillmore. This funding helped us educate and advocate against the proposal, which was ultimately amended into one we could support.

But your RAF support is now more important to VCCAR than ever because C.A.R. adopted new rules that go into effect in January that will reduce CREPAC and IMPAC funding to local associations that don't meet participation goals. In other words, if VCCAR doesn't meet its participation goals, we won't be able to receive our full allocation of funding.

Fortunately, our members met the goal in 2016, but we need your support NOW for 2017. Please consider contributing as you make your dues payment – which is due by January 6. If you have already paid and want to contribute anyway, please contact me at the VCCAR office or download a donation form from the [C.A.R. website](#).



## A Gala to Celebrate 20 Years

Hundreds of REALTORS®, Affiliates, elected officials, and guests helped VCCAR celebrate its 20th anniversary in style on December 9 at the Association's annual Installation & Awards Gala.

Incoming President Lyle Elliott, branch manager of the Berkshire Hathaway HomeServices office in Ventura, was sworn in by company Chairman David M. Cabot.

Joining Elliott as officers are President-elect Matt Capritto, also with Berkshire Hathaway HomeServices, and Treasurer Jorge DeLeon with Coldwell Banker in Oxnard.

The 2017 Board of Directors consists of Immediate Past President Mark Chacon, Carolyn Triebold, Terri Davis, Briana Quinn, Joe Virnig, Tim Comstock, Susie Hafer, Jim Keith, Sher Heard, Pam McWaid, Cami Pinsak, and Robin Turner.

VCCAR's top honors for the year were also announced. The REALTOR® of the Year was Terri Davis with ERA Cusick Realty in Ventura; Broker Owner Manager of the Year was Cami Pinsak with Keller Williams Realty in Camarillo; and Affiliate of the Year was Kathy Gray with Guild Mortgage in Oxnard.

Chacon presented the President's Awards for outstanding performance during 2016 to Michele Mueller with Lawyers Title in Oxnard for heading up the VCCAR Trade Fair and Ventura REALTOR® Dennis Goldstein for his leadership on the Personnel Committee.

*Continued on page 10*

## Gala Sponsors

### TITLE Sponsor

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Century 21 Troop Real Estate

AXIA Home Loans

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Mike Love, REALTOR®

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# 20<sup>TH</sup> ANNUAL INSTALLATION

Continued from page 9



2016 President Mark Chacon and Oxnard Mayor Tim Flynn.



Randy McCaslin, Gala Chair Janet Dorsey, and President's Award winner Dennis Goldstein.



Camarillo Council Member Tony Trembley and Chacon.



Liz Selleck performs the National Anthem.



Bronze sponsors Mike Love, Alicia Basurto, Tamara Rossi-Molina, Carolyn Braun, Kim Keith, & Maurice Leveille.



Evelyn Ruiz and Chacon.



Chacon and Brad Hudson, representing Sen. Hannah-Beth Jackson.

Photos by Maurice Leveille of Caliber Home Loans



Lyle Elliott sworn in by Berkshire Hathaway HomeServices Chairman David Cabot.



McCaslin and Ventura Council Member Christy Weir.



Platinum and Gold sponsors Mark Sipes, Kathy Gray, Lyle Elliott, Isabel Mislinay, & Bryan Troop. Not Pictured: Rosario Lawrence.



Incoming CEO Wyndi Austin and Government Affairs Director Marta Golding Brown.



Karen Campbell, Deborah Delaney, Liz Selleck.



Chacon and President's Award winner Michele Mueller.



Guild Mortgage's Bryan Peck congratulates Affiliate of the Year winner Kathy Gray.



Armani Amezcua celebrates with Broker Owner Manager of the Year Cami Pinsak.



REALTOR® of the Year Terri Davis with Erica Holmes.



Vanessa Rice poses with cutout of Chacon.



Some of the 600 toys collected at the YPN Fill-La-La-Ah-House toy drive.

## YPN Event Collects More Than 600 Toys

The Young Professionals Network finished off their year with a bang, filling a model home with more than 600 toys valued at about \$10,000 for the Marines' annual Toys for Tots campaign.

YPN Chair Armani Amezcua said more than 100 REALTORS® and Affiliates from around the county participated in the "Fill-La-La-Ah-House" event, held December 7 at K. Hovnanian Homes' RiverPark development in Oxnard. Other sponsors were Q95.9 Radio, which broadcast live from the event, and Krispy Kreme doughnuts.

Amezcua came up with idea last year but too late to make it happen, so he said this year he began planning early.

"What better way to give back to our community and our kids than to gather toys in a way that reflects our industry, the sense of our community, our home," he said. "The YPN has taken it upon ourselves to connect with the community and

bring all of us in the industry together. And on that day, we were one big family."

He also noted it was great publicity for REALTORS® who participated as they were introduced on the air during the Rico and Mambo morning show on the county's top-rated station.

VCCAR members and the public were asked to bring an unwrapped toy worth at least \$15 to \$20. About 30 county residents came by to donate toys after hearing about the event on the radio. Among the gifts dropped off during the four hours were six bicycles, Amezcua said.

The Marines will distribute all the toys collected to non-profit agencies during the weekend of December 17 to give to less-fortunate children around the county.

To see highlights from the event, watch the [YouTube video](#).



VCCAR's Young Professionals Network led the drive to collect more than 600 toys for the Marines' annual Toys for Tots campaign. From left, First Sgt. Oscar Hernandez, the campaign director; Paulina Rodriguez with Krispy Kreme; YPN Chair Armani Amezcua; Bob Davis with Heritage Oaks Bank; Michael Maimes with K.Hovnanian Homes; and Staff Sgt. Mike Garcia.



VCCAR members and others at the December 7 event.

## Inventory Falls, Prices Hold Steady in November

The number of homes for sale, sold, and under contract took a slight decline in VCCAR's service area during November, but median prices remained steady according to data compiled by the Ventura County Regional Data Share (VCRDS) MLS service.

There were 808 units for sale in November, down 9.3 percent from October but up 0.4% from November 2015. An additional 352 sales were pending in November, down 13.1 percent from October but up 14.3 percent from last year.

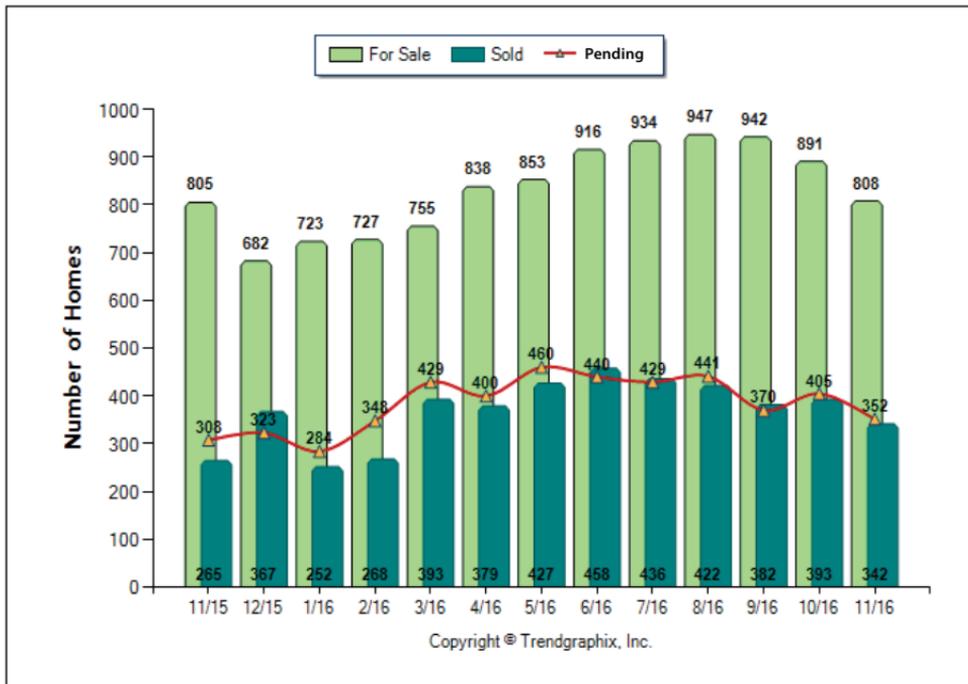
Meanwhile, 342 homes sold during the month, down 13 percent from October but up 29.1 percent from a year ago.

Prices held steady in November, with the median sold price at \$508,000, the same as the previous month and up 7.2 percent

from a year ago. The average sold price was \$608,000, up 1.7 percent from October and up 9 percent from a year ago, while the average home on the market was priced at \$1,005 million, up 1.4 percent from October and up 9 percent from a year ago.

The average sold price per square foot, however, which is a more normalized indicator of the direction in property values, was \$343 in November, up 2.1 percent from October and up 8.9 percent from a year ago.

As a reminder, as a benefit of your VCCAR membership, REALTORS® may obtain these statistics and more by subscribing to a monthly market email summary.



## The New MLS System Is Now Live!

By Lynn Van Emmerik

VCCAR MLS Administrator

For months, VCCAR and VCRDS have been working hard on the transition to our new Flexmls system, which promises to be a more-robust system that will help our members in several ways:

- Members will have better search and report capability, plus state-of-the-art mobile apps.
- The MLS staff will be able to make changes more quickly and efficiently.
- The public will be able to look for homes for sale and contact the listing agent.

With the transition under way, on December 9, the new and existing systems went into “read only” mode, with no input or changes available.

Data were then synchronized, and other tweaks were applied to our new Flexmls platform.

And, on December 13, the VCRDS MLS was officially moved over to our new system.

So, now that this has happened – what to do?

If you were unable to take advantage of our preview access into Flexmls, we highly recommend that you take the time to do the following as you will no longer be able to access the existing Rapattoni MLS after December 31:

- Set up your agent bio in Flexmls.
- Check to be sure all contacts have transferred from Rapattoni over to Flexmls.
- Build your client searches for auto-prospecting (what Flexmls calls subscriptions).
- When your contacts are all ready to go, send out the opt-in emails to begin their subscriptions.
- Set up your saved searches, personalize your dashboard gadgets, and explore the new system.
- Attend live Flexmls classes December 15 at the Courtyard Marriott in Oxnard.
- Watch recorded webinars presented by Flexmls personnel, or sign up for new ones.

You should already have access to Cloud CMA, Realtax tax database access, RPR access, Find access, Supra Showing access, Cloud Streams, Trends, Fannie Mae/HomePath SSAD, and MLS-Connect in your zipForms.

However, contrary to what we originally understood, MLS-Touch will not be available. But the Flexmls Pro app provides most of the same features, with a better integration to the MLS for faster and more secure data. You can download that now from the Apple store or Google Play store.

### In-Person Training and New Webinar

Flexmls in-person training will be held on Thursday, December 15, at the Courtyard Marriott, 600 East Esplanade Drive, in Oxnard. Here is the schedule:

- 9-9:30 a.m. General navigation tips and listing maintenance.
- 9:45-10:45 a.m. Search methods in Flexmls including the quick search, map search, creating search templates and more.
- 11 a.m.-noon Subscriptions, Portals and the Contact Manager
- Noon-1 p.m. Break.
- 1-2 p.m. Full, Quick, Statistical and One Line CMA options in Flexmls.
- 2:30-3 p.m. Flexmls Pro App and Flexmls Consumer App.

To register, log onto the members' section of the VCCAR website [www.vcrealtors.com](http://www.vcrealtors.com), and click on the “Events and Classes” link under “Ventura Membership.” Then click on Scheduled Events.

In addition, a new webinar, VCRDS - Flexmls Tools for Appraisers + Advanced Searching, has been scheduled for Friday, December 16, at 10 a.m. This one-hour webinar will cover advanced searching tips, stats on the Compare tab, creating new custom text exports, customizing quick searches and views to meet your needs, and Stat CMA/1004 MC tips. You can [register here](#). After registering, you will receive a confirmation email containing information about joining the webinar. ([View System Requirements](#).)

### Archived Webinars

To watch (or rewatch) a previous Flexmls webinar, please use the links below.

If you'd like to register for an upcoming webinar, information & registration links are also below. The information is also available at [vcrealtors.com](http://vcrealtors.com), on broadcast notices from the MLS platforms, and via VCCAR emails.

The **Getting Started** webinar from November 21 was recorded and can be viewed here:

<http://www.screencast.com/t/kvc4ZEHy>

The **Searching Tools** webinar from November 22 was recorded and can be viewed here:

<http://www.screencast.com/t/4kOdnjyGiY>

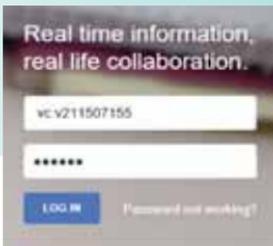
The **Flexmls Subscriptions and Portals** webinar from November 29 was recorded and can be viewed here:

<http://www.screencast.com/t/sXKVP5UJ>



## Setting Up Your Flexmls Account

1. Open a web browser and navigate to [www.flexmls.com](http://www.flexmls.com)
2. Enter your login ID. It will begin with **vc.** followed by your current login ID. So your login ID should look something like this: vc.v211507155
3. Your temporary default password is **vcnow**. Please keep in mind that all ID's and passwords are case-sensitive. You will **immediately** be prompted to personalize your password. It should be between 6 and 8 characters and contain at least one number.
4. PLEASE BE SURE TO WRITE DOWN YOUR NEW PASSWORD! We are not able to look them up for you if they are forgotten, they will have to be reset by staff.



The **Flexmls Mobile and Flexmls Pro App** webinar from December 1 was recorded and can be viewed here:

<http://www.screencast.com/t/Wz5SZfJ17T2>

The **CMAs & the 1004MC Form** webinar from December 5 was recorded and can be viewed here:

<http://www.screencast.com/t/BchvHug>

The **Listing Maintenance** (+ navigation & profile) webinar from December 7 was recorded and can be viewed here:

<http://www.screencast.com/t/pWIPjODRe8q>

You can access the **handouts** for prior webinars, by going to this Dropbox link.

[https://www.dropbox.com/sh/mcyc9sxx8lqfz8k/AAC6LF9mdabgGj\\_0at\\_okloa?dl=0](https://www.dropbox.com/sh/mcyc9sxx8lqfz8k/AAC6LF9mdabgGj_0at_okloa?dl=0)

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### LOAN OFFICERS

<b>Buffy Bartley</b> 805-844-2410 NMLS #238746	<b>Kathy Gray</b> 805-701-7467 NMLS #238911	<b>Wendy Mueller</b> 805-907-3136 NMLS #234069
<b>Robert Brenner</b> 805-427-3538 NMLS #240029	<b>Juliann Laufer</b> 907-250-0549 NMLS #794136	<b>Maribel Pantoja</b> 805-816-0181 NMLS #286044
<b>Chad Cockerell</b> 805-216-5511 NMLS #256385	<b>Luis Mendez II</b> 805-824-7084 NMLS#257057	<b>Timothy Theys</b> 805-216-1607 NMLS-256133

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# Happy Holidays

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14848-08/16



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## 18 New REALTORS® Sworn in Last Month



Meet the 18 new REALTORS® who were officially sworn in on November 22 at the monthly new members' orientation by 2016 VCCAR President Mark Chacon.

### Front row, seated, left to right:

Patricia Morales, Del Prado Financial; Jen Henry Hale, Jason Franey Realty; Ruben Salazar, The Oscar's Real Estate Team; VCCAR President Mark Chacon; Maria Villasenor, Truth Realty; Andrea Gonzalez, Forsyth & Rizzie Realtors; Rosie I. Wilcox, Coldwell Banker Residential.

### Second row, standing, left to right:

Josh D. Addison, Joshua D. Addison, Broker; Gabrielle J. Williams, Keller Williams Realty; Lisa Kozin, Berkshire Hathaway HomeServices; Trisha Koontz, RE/MAX Gold Coast Realtors; Lisa Cox, Keller Williams Realty; Susana Antimo, Intero Real Estate Services (not a new member); Lee Mondol, Comfort Real Estate Services; Jason June, Connect Realty.Com; Donna Levasheff, Berkshire Hathaway HomeServices; Jenny Arana, Century 21 Hometown Realty.

### Last row, standing, left to right:

Gualberto Figueroa, Century 21 Troop Real Estate; Craig Schwarz, Keller Williams Realty; Nick Ellis, Comstock & Calhoun Real Estate Co.

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Escrow Officer

**Lynn Donley Mays**  
Owner / Controller  
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## Look What's Available in the VCCAR REALTOR® Store

### December 2016 Forms Release Quick Summary

This chart is a quick summary of the new and revised standard forms scheduled for release the week of December 12th, 2016. For further information, please refer to the C.A.R. web page at: <http://www.car.org/legal/standard-forms/summary-forms-releases-chart/dec2016formsrelease/>. Please note that this list is subject to change.

\* These forms will only be available either via zipForm®Plus



Form Code	Form Name	Replaces
*ACS	Agent Commission Sharing Agreement	NEW
*BEO	Buyer Early Occupancy Addendum	NEW
CLCA	Commercial Lease Construction Accessibility	NEW
*RCSD-LL	Representative Capacity Signature Disclosure (For Landlord Representatives)	NEW
*RCSD-T	Representative Capacity Signature Disclosure (For Tenant Representative)	NEW
*SUM-MO	Summary of Multiple Offers	NEW
*SUM-RPA	Summary of Offer (RPA)	NEW
*WCMD	Water-Conserving Plumbing Fixtures and Carbon Monoxide Detector Notice	NEW
ESD	Exempt Seller Disclosure	12/15
*OA	Option Agreement	11/12
*PCQ	Notice to perform Covenant (Cure) or Quit	12/15
*PRQ	Notice to Pay Rent or Quit	11/11
SIP	Seller License to Remain in Possession Addendum	11/12
SPQ	Seller Property Questionnaire	12/15

### Double Wall 16 oz. Acrylic Tumbler

- Being a REALTOR® keeps you busy and on the go! Stay stylishly hydrated with this REALTOR® Logo clear insulated tumbler!
- Durable clear acrylic and polypropylene material make this the ideal tumbler to beautifully show off your profession.
- The tumbler holds 16 oz. of your favorite hot or cold drink and keeps the drink at the perfect temperature for longer than other tumblers while preventing condensation, thanks to its double wall construction.



The dual purpose, swivel, push-on lid allows drinking from the spout or from a straw and adds that pop of color you desire and comes with a color-coordinating bottom and removable straw for drinking ease. The lids twist closure prevents any spills or leakage.

The straw's gasketed bottom prevents it from accidentally slipping out.

**VCCAR member Price: \$10.45 plus tax.**

### REALTOR® Logo Branded Purse Charm

Beautiful REALTOR® Logo Branded Clip on Purse Charm. This beautiful clip-on REALTOR® Logo branded purse charm will add some BLING to your purse, tote or briefcase. You can even use it as a key chain. A very stylish way to draw attention to your profession!!

#### Gold Tone with Lobster Claw Clasp

- Emblem measures: 1 11/16" wide x 1 15/16" Tall
- Chain with lobster claw clasp measures approximately 3 1/4" long
- Emblem length with chain hangs at 5 7/8"

**VCCAR member Price: \$9.00 plus tax each.**



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

