

Ventura County Coastal

Official Publication of the Ventura County Coastal Association of REALTORS®

February 2018

PASSING THE BATON

Recapping the 2018 Annual
Installation Ceremony

page 10



Also Inside

C.A.R. Initiative
Deadline Looms

Inventory Keeps
Dropping



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UPCOMING Meetings/Events

FEBRUARY 19
Office Closed
Presidents Day Holiday

FEBRUARY 20
Flexmls Beginning Training
Training Room
9:00 AM

YPN Committee Meeting
Boardroom
10:00 AM

Flexmls Advanced Training
Training Room
11:00 AM

FEBRUARY 22
New Member Orientation
Training Room
9:00 AM

FEBRUARY 27
Board of Directors Meeting
Boardroom
9:00 AM

MARCH 1
LCRC Committee Meeting
Boardroom
3:00 PM

MARCH 1 - 4
NAR: RPAC President's Circle Conference

MARCH 6
MLS Committee Meeting
Boardroom
1:00 PM

VCRDS Committee Meeting
Training Room
1:00 PM

MARCH 8
LGR Committee Meeting
Boardroom
3:00 PM

MARCH 9
Finance Committee Meeting
Boardroom
10:00 AM

MARCH 12
Affiliate Meeting
Boardroom
10:00 AM

MARCH 13
Professional Standards Training
Ventura County Office of Education
9:00 AM

MARCH 15
Renew Your License
Training Room
9:00 AM

Leadership Development Committee
Boardroom
1:00 PM

MARCH 19
Education Meeting
Boardroom
1:00 PM

MARCH 20
Flexmls Beginning Training
Training Room
9:00 AM

YPN Committee Meeting
Boardroom
10:00 AM

Flexmls Advanced Training
11:00 AM

MARCH 22
New Member Orientation
Training Room
9:00 AM

MARCH 22 - 26
NAR: Association Executives Institute

MARCH 27
Board of Directors Meeting
Boardroom
9:00 AM

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Matt Capritto
2018 VCCAR President



Matt Capritto

Deadline Nears for Gathering Signatures Supporting C.A.R. Initiative


By now, you've probably heard about the Property Tax Fairness Initiative that C.A.R. is working to qualify for the November 2018 ballot. In my mind, it's the most important issue I've been associated with in my many years of involvement with VCCAR and C.A.R.

The initiative would remove the "moving penalty" for seniors 55 and older, the disabled, and victims of natural disasters, allowing them to carry their current Proposition 13-protected property tax assessment level to another home of any price, anywhere in the state, any number of times.

By qualifying and passing the initiative, we would allow seniors to sell their homes and move without incurring a tax penalty and would help ease the chronic shortage of inventory in Ventura County and elsewhere around the state.

Data shows that nearly three-fourths of homeowners older than 55 years of age have not moved since 2000. As senior homeowners move, housing opportunities for younger, growing families and first-time homebuyers will be created by the housing that's freed up.

We need to collect approximately 1 million signatures statewide by March to bring this proposal to the ballot this year. With nearly 200,000 California REALTORS® lending a hand, we can have a huge impact bringing this idea to reality.

If you need more petitions, please contact Government Affairs Director [Marta Golding Brown](#) in the VCCAR office. And for more information about this important effort, please check out the article on [Page 18](#). Online resources are available on the [C.A.R. website](#). 

Leadership Academy

VCCAR is launching its new 2018 Leadership Academy, which during its inaugural year will give selected members leadership training valued at more than \$2,000 for free.

The nine-week program is designed to develop, polish, and strengthen skills for becoming a successful leader. Participants will gain beneficial insights into the value of Association membership at the local, state, and national levels, as well as a better understanding of successful political advocacy in protecting agents and their clients, private property rights, and issues affecting real estate. The program is also intended to identify emerging leaders who will guide VCCAR in future years.

The program is an initiative from the Strategic Plan adopted by the Board last year. A work group met several times to plan for launching the program, including the course outline and speakers.

Seven REALTORS® and one Affiliate will be selected to participate. Agents and brokers must have been REALTORS® for at least 18 months and be members in good standing with VCCAR. Affiliate applicants must have been a VCCAR member for at least 18 months and be a member in good standing. Please note that everyone selected must attend all training sessions and there is a \$150 refundable deposit.

Online applications can be filled out on the [VCCAR Website](#). The deadline to apply is Thursday, March 15, at 5 p.m. Applicants who meet the criteria will be contacted for a personal interview with a panel selected by the Leadership Development Committee.

For more information, see the ad on [Page 19](#), or contact Committee Chair [BJ Ward](#).

Barbara Amick Recognized



VCCAR's Barbara Amick (right) and REALTOR® Stuart Monteith.

About 50 people attended an ice cream social reception on February 7 to recognize VCCAR Membership Director Barbara Amick for her 40 years of service to the Association and its members.

Barbara was shown love by a lot of new members and plenty of old timers. They showered her with flowers, balloons, and lots of plants. VCCAR staff served several kinds of ice cream with all the toppings imaginable and Executive Assistant Pamela Patterson made her family's secret recipe for sherbet punch.

In case you missed it, the January issue of *Ventura County Coastal* includes [an article about Barbara's years with VCCAR and its predecessor AOR](#).

REALTOR® Ride-Along



REALTOR® Theresa Robledo, left, with VCCAR's Rosa Salazar.

VCCAR Receptionist Rosa Salazar is the latest staff member to participate in a Realtor Ride-Along, designed to give our staff a first-hand look at how REALTORS® do their jobs.

Salazar met with Theresa Robledo, the broker/owner of Diamond Realty in Fillmore and said it was a great experience to see the world of an agent and how they work with their clients.

"Theresa met with a client that morning and went through the paperwork that was needed for her purchase. She spoke to her client with such patience and treated her as family," Salazar recalled.

After meeting Mary, the company's receptionist, and Scott, its IT specialist, they drove around town to see some of the company's listings and stopped at one home that had been shown by other REALTORS® to make sure the lights were turned off and the doors were secured.

"During our ride, she would come across people on the road or driving along the neighborhoods and she would get waved at by people she has helped," Salazar added. "Theresa takes a lot of pride on what she does and she was a great person to have spent my day with."



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REALTOR® Ride-Along




Robledo said it was a good experience for her as well.

"It was a pleasure spending time with Rosa. VCCAR is a great organization that provides REALTORS® a wide variety of business services not available to non-REALTORS® and allows us to provide superior services to our buyers and sellers. We were pleased to host Rosa and look forward to working with her and the entire team at VCCAR," she said.

Flexmls Training

Beginning and advanced classes in using the Flexmls system will be offered on Tuesday, February 20, and Tuesday, March 20 in the VCCAR Training Room.

Beginning classes will be held each day from 9-10:30 a.m., with advanced classes scheduled from 11 a.m. to noon.

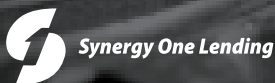
Online registration is available at www.vcrealtors.com. Click on the Classes & Events tab and then go to the calendar listing for the day and class you are interested in. 

Board Briefs

The Board of Directors did not meet in January. Look for highlights from the Board's February meeting in next month's issue.



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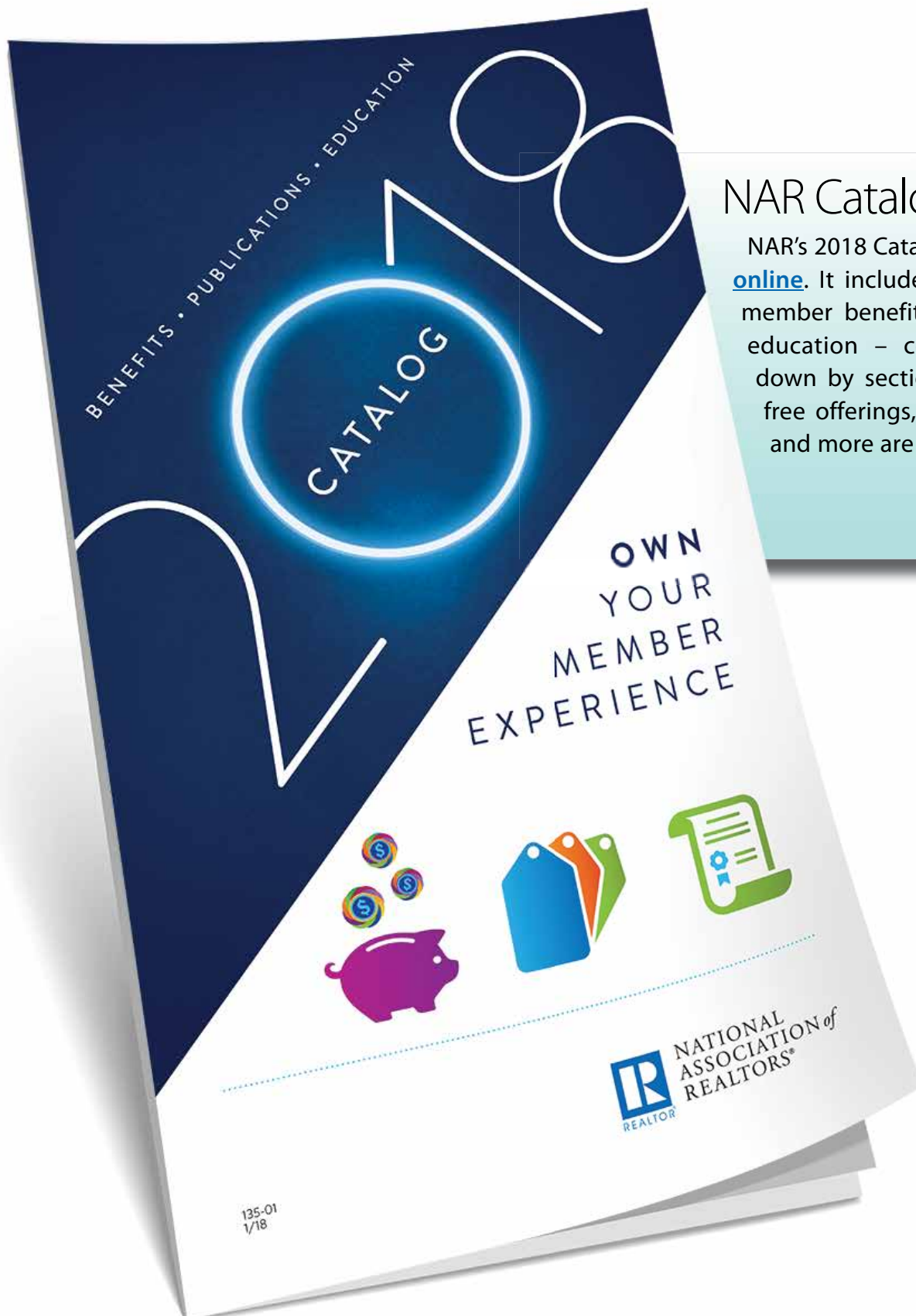
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NAR Catalog

NAR's 2018 Catalog is [now available online](#). It includes the best of NAR's member benefits, publications, and education – conveniently broken down by section. Discounts, other free offerings, REALTOR® products and more are included.

REALTORS® Will Soon Be Free of Justice Dept. Decree – What Now?

MarketWatch | February 8

In 2000, the housing market was hot, the internet was just hitting its stride and real estate agent Aaron Farmer was starting a career in what he thought was one of the most open of free markets.

Farmer, based in Austin, Texas, came up with the idea of offering an a la carte fee-based “menu” of services to attract clients rather than providing the same all-inclusive service, for the standard 6% fee, to everyone. For instance, he’d submit a property to a listing database in one city for a certain amount, or to two for a slightly larger amount. If clients wanted, say, a lockbox for the home, that would be another fee.

But just after Farmer went into business, the state-run Texas Real Estate Commission passed rules establishing what they called minimum levels of service that real estate agents had to meet — effectively making Farmer’s idea illegal.

[Read more](#)

Opposition to Simi Apartment Complex Growing

Ventura County Star | February 1

Community opposition continues to grow to a developer’s plan unveiled 18 months ago to tear down most of a Simi Valley shopping center and build a 278-unit, four-story apartment complex there.

Opponents argue that the proposed complex, which would include 83 affordable units and a remodeled commercial retail component, would be too dense and out-of-character for the Texas Tract and Kadota Fig residential neighborhoods near the heavily vacant Belwood shopping center at Alamo and Tapo streets.

[Read more](#)

Millennials Propel Homeownership Rate

Wall Street Journal | January 30

The U.S. homeownership rate rose in 2017 for the first time in 13 years, driven by young buyers who overcame rising prices, tight supply and strict lending conditions to purchase their first homes.

The annual increase marks a crucial turning point because it comes after the federal government reined in bubble-era policies that encouraged banks to ease lending standards to boost homeownership.

[Read more](#)

‘Extreme’ Rent Control Could Be Coming to California

Sacramento Bee | January 31

A costly and potentially bruising campaign is taking shape over rent control in California, with deep-pocketed Los Angeles activist Michael Weinstein bankrolling a proposed November ballot initiative to repeal a state law that sets tight limits on the type of housing covered under local rent control laws.

“Nobody’s fighting for the tenant,” said Weinstein, president of AIDS Healthcare Foundation, who partly funded Proposition 61, the 2016 fight over prescription drug costs that became the most expensive initiative that year, with total spending at roughly \$130 million.

[Read more](#)

The 25 Most Popular Real Estate Hashtags

RIS Media’s Housecall | January 25

When it comes to connecting with potential clients, social media is not to be slighted. Whether your favorite platform is Instagram or Twitter, simply posting great content is not enough—you also need to lead your audience to it. The easiest way to do this is with hashtags.

But what hashtags should you be making use of? Below is a rundown of the most widely used hashtags in the real estate game. Use them to grow your audience and bolster your online presence.

[Read more](#)

Affordable Housing Crisis Is Changing the Way Residents Live

Thousand Oaks Acorn | January 25

Danielle Limón braves traffic on the 101 Freeway two or three times a week to attend Los Angeles Film School.

The Camarillo resident used to live in an apartment near the Hollywood campus but moved back home last summer to save money. It costs less to fill up her car’s gas tank several times a week and drive an hour each way than it did to rent an L.A. apartment, she said.

Despite having to follow her parents’ rules, there are some perks to living at home, the 23-year-old said. She has access to a full kitchen, gets to spend more time with family, and her parents and brother can take care of her puppy while she’s in class.

She’s not the only young adult to see the benefits of living at home.

[Read more](#)



Southern California Median Home Price Breaks Record

Los Angeles Times | January 24

The Southern California median home price in December finally surpassed bubble-era highs, a milestone that took more than a decade to achieve and is once again raising concerns that housing is too costly.

The six-county region's median price surged 8.2% from a year earlier to \$507,500, real estate data firm CoreLogic said Wednesday. That tops the bubble-era high of \$505,000 in 2007, which was matched in September and November.

[Read more](#)

How Technology Influences Your Commission

REALTOR® Magazine | January 11

Technology has been a disruptor in the real estate industry, as more customers head online. But while it may cause many brokerages to rethink how they do business, technology has proven a huge differentiator as well, David Marine, senior vice president of marketing at Coldwell Banker, said during the session "Every Company is a Tech Company" at CES 2018 in Las Vegas on Wednesday.

"Technology has helped the real estate industry better compete and to justify to consumers why they still need to pay a commission to an agent," Marine said. Tech systems can help offer convenience in a transaction, show off your expertise, and make transactions run faster and smoother, Marine said.

[Read more](#)

A Look Into Southern California's Housing Market in 2018

KABC TV | January 16

Housing is always a hot topic in Southern California, so real estate expert Tami Halton Pardee sat down with Eyewitness News for a look into what this year has in store for home buyers.

Will prices keep going up in 2018? What about interest rates? Prices are expected to continue going up, possibly in the high, single-digit numbers.

[Read more](#)

Ventura Vacation Rentals OK in Residential Zones

Ventura County Star | January 13

A Ventura County Superior Court judge has ruled short-term vacation rentals are allowed in single-family residential zones in Ventura's beachside community.

The decision, delivered via a minute order Dec. 26, quashes an argument residents in other communities have similarly made: that short-term vacation rentals operate as businesses and should not be allowed in residential areas.

[Read more](#)

Proposal to Ban Dual Agency Turned Back in California

Co-Star News | January 11

Legislation introduced in California intended to prohibit CRE brokers from acting in a 'dual agent' capacity and represent both sides of the same commercial property transaction was turned back this week.

California Assembly Bill 1059 was introduced last year by Assemblywoman Lorena Gonzalez Fletcher, D-San Diego. However, business and real estate groups opposed the bill as written and language banning dual agency was removed before the bill was even sent to the Assembly Judiciary Committee for debate this week.

[Read more](#)

Report Cites County as One of Nation's Least Affordable Markets

Ventura County Star | January 11

The average Ventura County renter may be forced to spend over half of their wages on rent in 2018, according to a report released by ATTOM Data Solutions, an Irvine-based real estate data company.


ATTOM Data Solutions' 2018 Rental Affordability Report, which analyzes rental affordability by comparing average rental data from the U.S. Department of Housing and Urban Development with wage numbers from the Bureau of Labor Statistics, included information on 447 counties across the country. Ventura County was listed as the 13th least affordable county in the nation in the report and the least affordable of all Southern California counties.

[Read more](#)

T.O. Begins Process to Possibly Add Up to 1,088 New Units

Ventura County Star | January 10

The Thousand Oaks City Council this week began the process where up to 1,088 hypothetical new residential units could be added into a slow-growth measure's "bank" for possible future development around town.

The council on Tuesday night initiated amendments to the land use element of the city's general plan and zone changes for seven neighborhoods to adjust their residential density to match their existing density. 

[Read more](#)



2017 President Lyle Elliott receives a standing ovation for his work.

Installation photos by Maurice Leveille

Installation a Big Success

The Thomas Fire may have postponed VCCAR's annual Installation event by six weeks, but the luncheon was still a big success.

Originally scheduled for December 8, the Association quickly postponed the event due to the widespread devastation caused by the wildfire that broke out near Santa Paula on December 4 and quickly grew into the largest wildfire in modern California history.

But attendees didn't seem to mind the delay.

"Our office really enjoyed the luncheon this year," said Bridget Goncalves, an agent with Joe Kapp Real Estate. "It's always a nice event but seemed extra special this year. All of the reflections about the recent fires were very appropriate and heartfelt, and made us proud to be a part of this industry."

REALTOR® Margaret Reifer, an agent with Sotheby's, agreed.

"I thought the installation luncheon this year was well-organized and thoughtfully designed for the large amount of attendees," she said. "The program possessed both humor and compassion for the events that we have faced the past few months and it was a testament to the amazing group of REALTORS® and Affiliates in our organization."

Incoming president Matt Capritto said the theme for VCCAR this year would be resilience, citing his father as an example.

"Resilience. That's what my 87-year-old father has shown since his home in Ventura burned to the ground. He isn't whining or complaining or feeling helpless. He's made it clear he wants to rebuild, and that he's ready to pick up the pieces and move forward," Capritto told the estimated 265 REALTORS®, Affiliates, and friends and family in attendance at the Embassy Suites by Hilton Mandalay Beach in Oxnard.

"And that will be the theme of my year as your president as well. Webster's says it's 'the capacity to recover from difficulties.' It's toughness. And remember – besides the fire, we have some significant and potentially tough issues on our plate in 2018."



Matt Capritto is sworn in as 2018 VCCAR President. Below, Elliott congratulates Capritto.



MEET

THE 2018 VCCAR BOARD



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Installation a Big Success

Among those issues he listed the following:

- How will the tax reform bill impact housing here in high-cost Ventura County?
- Will we be able to pass C.A.R.'s ballot measure to let seniors take their Proposition 13 tax base with them, and make more homes available for sale?
- And what will be the outcome of the exploration phase of a consolidation of VCCAR and CSMAR?

"I don't know the answers to those questions, but I do know this association will be resilient as we address these issues and others during the coming year. And I'm pleased to say we are better equipped as an association than we ever have been to deal with issues like these."

He cited two examples: how hard VCCAR, CSMAR, and Flexmls worked to get the new Thomas Fire Rentals information posted on the MLS in just four days in late December, and the fact all Board members, committee chairs and vice chairs, and staff were able to rearrange their schedules and participate in the leadership retreat in early January – which also had to be postponed from its scheduled date in December.

"We are all on the same page. We are aligned with our strategic plan, and we are committed to running VCCAR like a business, not like a 1950s-era club. Our members are professionals and they deserve a professional association that will protect their interests," he said.

On a lighter note, Capritto noted that more than a few people last year confused him with 2017 President Lyle Elliott.

"I've been congratulated many times for doing a great job as President," he recalled. "At first, I used to tell them, 'no, I'm not the president yet, not until next year.' But finally I just started nodding and saying thank you. I do promise, though, that if you liked me last year as President, you will really like me this year."

Elliott, meanwhile, thanked everyone who helped make his year a success and listed what he thought were VCCAR's top accomplishments. The top five were negotiating a new data share agreement with the California Regional MLS, improving communications to members, launching a long-overdue new website, updating the Association's bylaws and creating a new policy manual, and creating the 2018 Leadership Academy Program.

Broker, Affiliate, and REALTOR® of the Year Awards Presented

Helene Keddington, Salena Bracamontes, and Kay Wilson-Bolton were presented with VCCAR's top awards at the Installation Luncheon.



Helene Keddington, left, is presented with the Broker/Owner/Manager of the Year Award by last year's winner, Cami Pinsak.

Keddington, a REALTOR® and the office manager with Century 21 Troop Real Estate in Oxnard, was named the Broker/Owner/Manager of the Year.

Members cited her professional and her Association work in nominating her for the honor. "Very knowledgeable and active in her role as manager and broker. Will go the extra mile for her agents," said one person.

Another pointed to her work chairing the Grievance Committee: "Helene has been a long-time voice of reason for the Grievance Committee as well as her local REALTORS®. She is always a calm force in stressful situations and is known to always strive to bring out the best in any situation."

Keddington said she was surprised but thrilled to hear her name called.



Affiliate of the Year Salena Bracamontes.



Last year's REALTOR® of the Year Terri Davis, left, and this year's recipient, Kay Wilson-Bolton.

"I love my team. We're a family," she said. "I was really honored and it's more than I expected. It's great to get recognized for something you love to do."

Bracamontes, who owns a State Farm Insurance office in East Ventura, was named Affiliate of the Year and has been an enthusiastic VCCAR volunteer for many years. As one member put it, "Salena has done a great job being co-chair of the Affiliates Committee. She's always eager to step up and sponsor an event and has helped with all the committees. She's been a big supporter of everything the Affiliates do."

Bracamontes was unable to attend the luncheon because her mother passed away that day from cancer. But she told her mother that she had received the award, which made her mother very happy.

"It was definitely a surprise. It's an honor and I count my blessings," she said. "Being involved is a real passion for me, and the VCCAR family is amazing."

For Wilson-Bolton, being selected REALTOR® of the Year is just the latest in a long list of accolades, most recently earning the Good Neighbor Award from the National Association of REALTORS®. A broker with Century 21 Troop Real Estate in Santa Paula, she's especially noted for leading a non-profit that aids the homeless.

"Kay does a lot of community service to the homeless and anyone who needs her help," one member said in nominating her. "She is an active member of several organizations including REFAT, where she is highly respected by her fellow agents, affiliates, and the community."

Another member agreed: "Kay is a giver by nature but takes it to the next level when it comes to both real estate and her local community. She is a trusted counselor for anyone in need. Most importantly, she is a voice of reason for those that in many ways feel invisible."

Wilson-Bolton was typically self-effacing about receiving the honor.

"It's a shock. There are so many other REALTORS® who do it better than I do," she said in a brief interview shortly after picking up a load of surplus food to feed the homeless. "There are so many REALTORS® who possess so many great characteristics that selecting one is a major task, and I feel privileged to have received it."

More than 70 nominations were submitted this year, and the winners were selected by a small Work Group that included last year's winners.



The Installation Work Group did a great job organizing the annual event. From left, members include Maggie Hood, VCCAR Staff Liaison Pamela Patterson, Co-Chairs Juliet Esquibas and Tressa Golden, Kathy Gray, Michael Padilla, Bonny Goetz, Cibeli Tregembo, and Cindy Castro. Not pictured are members Salena Bracamontes, Janet Dorsey, Michele Mueller, and Vanessa Rice.



Installation a Big Success

2018 Officers and Board Members

The new president is Matt Capritto, an agent with Berkshire Hathaway HomeServices California Properties. Capritto has been a REALTOR® for more than 30 years and has been an active VCCAR volunteer for many years, most recently serving as president-elect in 2017 and secretary/treasurer in 2016. He also has a long history of community service, including being a founding member of the Charitable Foundation, which raises money to support local causes, and as a volunteer with the United Way of Ventura County for more than 25 years. He lives in Ventura.

The president-elect is Jorge DeLeon, who is a broker and Ventura/Oxnard regional branch manager for Coldwell Banker. He became a broker in 2004 after working for 10 years in the escrow and title industry and has been a VCCAR board member or officer since 2013. He is also a board member for the Turning Point Foundation, which provides services for the mentally ill homeless throughout the county, and was named Man of the Year in 2016 by the Oxnard Chamber of Commerce. He lives in Ventura.

And the treasurer is Carolyn Triebold, the sales manager, REALTOR® broker associate, and senior estates director for Dilbeck Real Estate in Camarillo. She has been a VCCAR member for 13 years and had been serving as an Association

director. In addition, Triebold has long been active as an advocate for children and education and has served on the state and local boards for the California Association for the Gifted. She recently began serving as a court-appointed special advocate for children in the judicial system who have experienced abuse and neglect.

The immediate past president is Lyle Elliott, branch manager for Berkshire Hathaway in Ventura.

Elected to the Board of Directors for 2018 were Armani Amezcua, Terri Davis, Sandra Seekins, and Kay Wilson-Bolton.

Amezcua is the manager of VC Property Shoppe and has been a member for 20 years. Davis is an incumbent director who sought a new three-year term and is an agent with ERA Cusick Realty who has been a member for 17 years. Seekins is an agent with Century 21 Troop Real Estate and has been a member for 30 years. And Wilson-Bolton is a broker with Century 21 Troop Real Estate who has been member since VCCAR was formed. In November, she was awarded the Good Neighbor Award from the National Association of Realtors for her work in Santa Paula and throughout the county.

The four new directors join returning members Ashley Anderson, Tim Comstock, Susie Hafer, Sher Heard, Jim Keith, and Cami Pinsak.

Past presidents and current board members of the National Association of Hispanic Real Estate Professionals pose. From left, Pedro Chavez, Wells Fargo Home Mortgage; Louis Rodriguez, Interio Real Estate; Rosario Lawrence, Chase Private Bank; Armando Jaquez, On Q Financial; Veronica De La Cruz, Wells Fargo Home Mortgage; President Patty Estrada, First American Title & Escrow; Cynthia Angell, Coldwell Banker Residential Mortgage; Monica Cruz, Prime Equity Mortgage; and Lupe Servin, Century 21 Troop Real Estate.



Duane Gomer Education License Renewal Seminar

presented by the VCCAR Education Committee



License Renewal Seminar

For Broker and Salesperson Renewals



Date

Thursday, March 15



Time

9:00 AM - 12:00 PM



Location

VCCAR
Training Room

Member Price only \$99, Non-Members \$109

About The Class

All students receive the mandatory courses on agency, ethics, trust funds, fair housing, risk management, management and supervision and two consumer protection courses by textbook or pdf.

* Includes classroom testing on 15-hour Property Management Course

* Also receive complete instructions for the remaining on-line exams

Registration

Fill out the information below and return to Alma Dominguez at store@vcrealtors.com or via FAX at 805-981-2107. Forms must be received no later than Monday, March 12, 2018. Upon receipt, you will receive the textbook for the course. For questions, please contact Alma at 805-981-2100.

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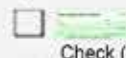
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COVER STORY

Installation a Big Success

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The Guild Mortgage Team. Back row—Xin Jin, Gabby Santana, Chad Cockerell, Linda Hall, Janeane Singleton. Front row—Nora Nawa, Bob Brenner, Buffy Bartley, Kathy Gray, and Juliann Laufer

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Tuesday, March 20

Time: 9:00 AM - 10:30 AM

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Dates:

Tuesday, February 20
Tuesday, March 20

Time: 11:00 AM - 12:00 PM

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- Learn how to add an new listing
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- Creating Contacts in flexmls
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- Portals
- Prospects

Come join us to learn about the flexmls system and how to make it work for you and your business! All classes will be held in the VCCAR Training Room. Classes are held year round for flexmls and are generally held on the 3rd Tuesday of each month.

This is your opportunity to ask the professionals all your questions and get in-depth training on the flexmls system. **DON'T MISS THIS CLASS!** Sign up now for this **FREE CLASS**.



Register Now! Go to www.vcrealtors.com,
Events and Classes, Education and Register for Classes

Time's Running Out in Effort to Qualify C.A.R. Portability Initiative

By Marta Golding Brown
VCCAR Government Affairs Director

VCCAR and the California Association of REALTORS® are working on an historic effort to support seniors, the disabled, and victims of natural disasters, while at the same time unlocking homeownership opportunities across the state. C.A.R. is qualifying an initiative for the November 6 General Election ballot that will allow senior homeowners (55+) 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 petitions, which must be turned in by February 28.

Why does this matter?

Proposition 13 protects homeowners from rapidly increasing property taxes. However, seniors worry that they cannot afford a big property tax increase if they sell to downsize or move closer to their families. As a result of this "moving penalty," nearly three-quarters of homeowners 55 and older haven't moved since 2000. The same is true for the severely disabled and those whose homes are destroyed by natural disasters. The current property tax system is arbitrary, unfair, and needs to be fixed.

What will the Property Tax Fairness Initiative do?

The measure, when approved by voters, will eliminate the "moving penalty" and fix property tax laws to allow seniors aged 55 and over, the disabled, and victims of natural disasters to sell their homes, maintain their property tax protections, and continue to pay their fair share in taxes. According to the California Legislative Analyst's Office, tens of thousands of additional homeownership opportunities will occur annually.

Doesn't current law protect homeowners?

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.


Existing laws related to this issue are arbitrary and geographically restrictive:

- 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, including Ventura, are accepting transfers from other counties.)

C.A.R.'s Property Tax Fairness Initiative eliminates the geographic restrictions and single-use provision to allow seniors, the disabled, and victims of natural disasters to keep their property tax protections. They can move, while still paying their fair share in property taxes. Eliminating the "moving penalty" will unlock tens of thousands of homes for new homebuyers, helping to address California's historic housing supply crisis.

Passing the Property Tax Fairness Initiative is a win-win for California.

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 four additional signatures from other REALTORS® who are registered voters, and return the petition to VCCAR. More petitions are available at the VCCAR office in Oxnard and REALTORS® are encouraged to gather signatures from their clients and while walking their farms. 



Marta Golding Brown

“The deadline for submission of petitions to C.A.R. is February 28.”

Counties Allowing Transfer of Tax Base

Alameda, Los Angeles, Orange, San Diego, Ventura, San Mateo, and Santa Clara.

The Leadership Development Committee presents the...

2018

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Program Criteria & Process

Interested candidates must complete and submit the online application. Applicants that meet the criteria will be contacted for a personal interview with a panel selected by the Leadership Development Committee.

Applicant Criteria

- A REALTOR® applicant must have a minimum of eighteen (18) months experience as a REALTOR® as of the date of the application and a member in good standing with VCCAR.
- An Affiliate applicant must be a member of VCCAR for the past eighteen (18) months and a member in good standing with VCCAR.

- A limited number of participants each year; seven (7) REALTORS® and one (1) Affiliate.
- Leadership Academy is a nine (9) week program.
- You must attend all sessions. A single absence will result in forfeiting your spot in the program.

Application Deadline

Thursday, March 15, 2018 @ 5:00 PM.

Apply online ►

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NEW MEMBERS



A total of 21 new REALTORS® were sworn in by and presented with their pins in January by 2018 President Matt Capritto.

Front row, left to right: Lorena Lewis, eXp Realty; Betsy Ellie, Keller Williams West Ventura County; Glen Paul Becerra, Intero Real Estate; Jeanie Weber, Keller Williams West Ventura County.

Middle row, left to right: Matt Capritto, VCCAR President, Berkshire Hathaway HomeServices; Maria Reynoso, Keller Williams West Ventura County; Rubi Ivette Reynoso, Keller Williams West Ventura County; Robin Aguiar, Century 21 Troop Real Estate; Vivian Richmond, Berkshire Hathaway

HomeServices; Diane Rucker, Berkshire Hathaway HomeServices; Diane Gleeson, Beach View Real Estate; Caixia Zhou, Mpower Financial; Lisa Mann, Purplebricks Realty.

Back row, left to right: Jerry Gutierrez, California Pacific; Erica Rangel, Lotus Group; Bernardo Hernandez, Century 21 Troop; Valerie Castle, Purplebricks Realty; Norma Aguilar, Berkshire Hathaway HomeServices; Scott Smith, Berkshire Hathaway HomeServices; Stu Gardner, Forsythe and Rizzie; Amy Cherrie, Comstock & Calhoun; Phil Mechanick, Comstock & Calhoun; Robin Turner, VCCAR instructor, Keller Williams West Ventura County. 🌱

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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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HOUSING STATISTICS

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.

Demand Still Strong, but Inventory Continues to Dwindle in January

The number of homes for sale in Ventura County continued to drop in January while demand for homes remained strong, continuing to push prices upward, according to data from the Ventura County Regional Data Share MLS and Realtors Property Resource.

While new listings rebounded from the traditional December low by 75 percent to 633, that figure is still down 11 percent from January 2016. And the number of active listings totaled just 1,168, down 8.6 percent from December and down 36 percent from the same month a year ago. The rate of year-over-year decline continues to accelerate – it was down 24 percent in November and down 27 percent in December.

C.A.R. Senior Economist Jordan Levine said the imbalance between supply and demand will likely propel prices higher.


“Demand is strong, with unemployment at a low of 3.8 percent. However, the number of active listings continues to dwindle — dropping by double-digits and leading to an erosion of unsold inventory by double-digits as well. This imbalance between supply and demand continues to push prices higher while affordability and homeownership suffers. This suggests that, barring any

unforeseen economic shocks, the region will face ongoing upward pressure on home prices in 2018,” Levine said.

There was 2.3 months of inventory on the market based on the sales pace, down 2.5 percent from December and down 24 percent from a year ago.

On a year-over-year basis, listing and sales prices continued to climb. The median listing price was up 3 percent from December and up 12 percent from a year ago to \$669,000. The median listing price per square foot also rose by 3 percent from December and climbed 10 percent from January 2016 to \$370.

The median sales price dropped 3.5 percent from December to \$573,500, but that figure was up 10 percent from January 2017. The median price per square foot was \$340, basically flat compared to December and up 5 percent from a year ago.

Sales figures were mixed. Closed sales totaled 482, down 4 percent from December but up 7 percent from last January. There were 286 pending sales at end of month, which was up 2 percent from December but down 20 percent from a year ago. 



Market Data Report

VCCAR Report

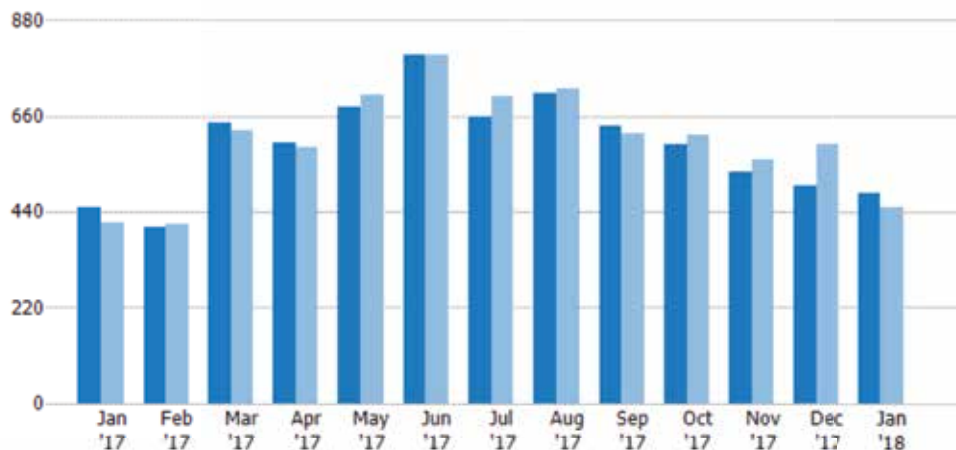
Closed Sales

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.
Jan '18	482	7.1%
Jan '17	450	8.2%
Jan '16	416	0%



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	450	406	646	598	679	801	658	711	639	597	533	500	482
Prior Year	416	413	626	589	710	800	705	723	621	617	559	596	450
Percent Change from Prior Year	8%	-2%	3%	2%	-4%	0%	-7%	-2%	3%	-3%	-5%	-16%	7%

Wyndi Austin
Chief Executive Officer



Wyndi Austin

Thank you for renewing your membership with VCCAR. We appreciate your dedication to the industry and being a part of the REALTOR® family. Your membership is one of the best investments in your business and we encourage you to take advantage of the resources, opportunities, and benefits that membership offers. Whether offered via the local, state, or national associations, here are a few of highlights:

Events

Brought to you by several of our hard-working committees, Association events are designed to offer business insights and networking opportunities. From the Chili Cook-Off, Committee Rush, and Trade Fair to our General Membership Meetings -- there's something for everyone!

Communications

VCCAR understands the importance of keeping members up to date and informed about the activities of the Association, current market conditions, and other pertinent real estate news. VCCAR utilizes various communication avenues to keep members informed and equipped with the knowledge they need to succeed in any real estate market. The most common form of communication utilized by the association is via email, the MLS message board, and text messaging.

ZIPFORM®

A free member benefit brought to you by NAR and C.A.R. The essential real estate transaction management and forms software with all the must-have features, including current statewide contracts, local forms, and more.

Membership Card

Take advantage of several local, state, and national benefits when you present your membership card with participating vendors. Visit <https://membercenter.nar.realtor> to select and personalize your card design. Once you choose a design that you like, you can either print the card out yourself (it will save to your computer as a color PDF file), or you can order a custom-printed, high-quality, plastic membership card for a \$5 fee (includes shipping and handling).

Legal Hotline

The C.A.R. Member Legal Hotline is available Monday through Friday from 9 a.m. - 6 p.m. and *Saturday from 10 a.m. - 2 p.m. by calling (213) 739-8282. You may also email your inquiries to the Hotline; include your full name, C.A.R. member number, and phone number. (You must be a C.A.R. member to use this service.)

Political Advocacy

VCCAR actively participates in legislative advocacy. A full time Government Affairs Director (Marta Golding Brown) is on staff to keep members informed about local issues and to represent members at local meetings. Through the REALTOR® Action Fund, members have a stronger voice on legislation that affects the real estate industry at the local, state, and national levels. The VCCAR Local Government Relations Committee also plays a key role in this process.

REALTOR® Store

Conveniently located in the VCCAR office, members can purchase a variety of real estate-related items and promotional materials at discounted prices.

These are just a few of the highlights of your membership. We are continuing to update pages on our new website and will keep you posted. Thank you again for your involvement and commitment – you are appreciated! 🌱

“These are just a few of the highlights of your membership.”



Look What's Available in the VCCAR REALTOR® Store

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4" Deep

VCCAR member Price: \$10.99 plus tax.



Medium 18" Solid Plastic

4 3/4"x18"x1/8"

These solid plastic riders are double sided and have drilled mounting holes.

They are printed on a heavy duty 1/8" thick plastic.

VCCAR member price: \$2.50 plus tax.



Who's Your REALTOR® - 11 oz. Ceramic Coffee Mug

Show everyone your love for real estate with this classic ceramic mug with a C-handle. "Who's Your REALTOR®" logo PRINTED ON BOTH SIDES in a light blue. Makes a great gift for any REALTOR®. Color: White, Material: Ceramic, Size: 11, Ounce Product Dimensions: approximately 5" wide (handle included) by 3.75" high.



VCCAR member Price: \$10.00 plus tax.

Who's Your REALTOR® - Lapel Pin

Show everyone your REALTOR® pride with this "Who's Your REALTOR®"

lapel pin. Blue enamel finish and metal design featuring raised lettering with post closure + backing. Material: Metal Product Dimensions: 1" wide 1" high.

VCCAR member Price: \$7.95 plus tax.



The California Residential Purchase Agreement and Joint Escrow

Instructions (Form RPA) is the cornerstone of every successful real estate transaction in California, and there are several essential concepts, principles, and facts about this form that all REALTORS® should know. This guide provides an in-depth look at C.A. R's purchase agreement with step-by-step information about how to complete the RPA form. A practical guide to keep handy at all times!



VCCAR member Price: \$77.40 plus tax.



Silver REALTOR® Heart Charm Bracelet

Add some sparkle to your day with this beautiful antique silver-plated crystal REALTOR® charm bracelet! The clear crystal heart will sparkle as it captures the light and others attention. You LOVE being a REALTOR® so let everyone else know! This beautiful bracelet is easy to attach and will stay secure with its lobster claw clasp. Comes in a beautiful gift box.



VCCAR member price: \$12.00

Lapel Pin Magnet - Flag & REALTOR® logo - GOLD

Authentic REALTOR® logo with USA flag. Hard fired and filled with high quality enamel. Magnetic backing for easy use of taking it on and off without using a pin. Size: 1" x 1/2"



VCCAR member Price: \$9.50

Silver Heart Necklace

Add some sparkle to your day with this beautiful antique silver-plated crystal necklace! The clear crystal heart will sparkle as it captures the light and others attention. You LOVE being a Member of the National Association of REALTORS® so let everyone else know! This beautiful necklace has an 18" chain with a 2" extension and is easy to attach with its lobster claw clasp.



Comes in a beautiful giftbox!

VCCAR member price: \$12.00

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

