

# Ventura County Coastal

Official Publication of the Ventura County Coastal Association of REALTORS®

May 2018

## MAKING OUR VOICES HEARD IN SACRAMENTO

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Also Inside

REALTORS® Continue Giving Back to Fire Victims

Cornhole Tournament a Hit





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## UPCOMING Meetings/Events

<b>MAY 16 - 17</b> NAR: REALTORS® Trade Expo	<b>JUNE 11</b> Affiliate Committee Meeting Boardroom 10:00 AM
<b>MAY 16</b> Leadership Academy Meeting Boardroom 9:00 AM	VCRDS Committee Meeting Boardroom 1:00 PM
<b>MAY 17</b> REFAT Meeting Training Room 10:00 AM	<b>JUNE 12</b> MLS Committee Meeting Boardroom 1:00 PM
<b>MAY 21</b> Professional Development Committee Meeting Boardroom 1:00 PM	<b>JUNE 13</b> Leadership Academy Meeting Training Room 9:00 AM
<b>MAY 22</b> Board of Directors Meeting Boardroom 9:00 AM	Leadership Academy Graduation Training Room 6:00 PM
Leadership Academy Boardroom 9:00 AM	<b>JUNE 14</b> LGR Committee Meeting Boardroom 3:00 PM
<b>MAY 23</b> Strategic Planning Meeting Pharos Center 8:00 AM	<b>JUNE 18</b> Professional Development Committee Meeting Boardroom 1:00 PM
REFAT Seminar Training Room 11:00 AM	<b>JUNE 19</b> Flexmls Training (Beginners) Training Room 9:00 AM
<b>MAY 24</b> New Member Orientation Training Room 9:00 AM	YPN Committee Meeting Boardroom 10:00 AM
<b>MAY 28</b> Office Closed Memorial Day Holiday	Flexmls Training (Advanced) Training Room 11:00 AM
<b>JUNE 5</b> YPN Professional Development Series Session Two – Marketing Trends and Tax Laws Training Room 9:00 AM	<b>JUNE 21 – JUNE 23</b> C.A.R. AE/GAD Institute
MLS Rules & Regulations Training Room 3:00 PM	<b>JUNE 21</b> REFAT MEETING Training Room 10:00 am
<b>JUNE 6</b> Leadership Academy Boardroom 9:00 AM	Leadership Development Committee Boardroom 1:00 PM
Board of Directors Training Training Room 1:00 PM	<b>JUNE 26</b> Board of Directors Meeting Boardroom 9:00 AM
LCRC Meeting Board Room 2:00 PM	<b>JUNE 27</b> National Code of Ethics Training Training Room 10:00 AM
<b>JUNE 7</b> Renew Your License Class Training Room 9:00 AM	General Membership Meeting – Candidate Reception Ventura County Office of Education 3:00 PM
<b>JUNE 8</b> Finance Committee Meeting Training Room 10:00 AM	<b>JUNE 28 – 29</b> C.A.R. Woman Up! Conference
	<b>JUNE 28</b> New Member Orientation Training Room 9:00 AM

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**Matt Capritto**  
2018 VCCAR President



Matt Capritto

## Once Again, REALTORS® Give Back to the Community

I have been blessed to serve as a VCCAR officer during the past couple of years because it's been a time that has really demonstrated the generosity and community spirit of our REALTORS® and affiliate members alike.

First we had Kay Wilson-Bolton win the Good Neighbor Award last year from NAR for all the tireless work she's put in over the years to help the homeless in Santa Paula. Then came the incredible outpouring of help from members in December and afterwards to victims of the Thomas Fire, so poignantly documented in our [March issue](#).

Now, I'm pleased to announce that our association is continuing to give back through a first-of-its-kind partnership with the Santa Barbara and Ojai AORs. The three associations jointly applied for grants from NAR and C.A.R. to provide mortgage and rental assistance to victims of the Thomas Fire and the resulting Montecito Debris Flow that caused such terrible destruction in December and January.

After four months of hard work by the staffs of the associations, we received word earlier this month that we have received \$500,000 from NAR's Realtors' Relief Foundation and another \$150,000 from C.A.R.'s Housing Affordability Fund to launch the program. With these funds, we will be able to assist more than 200 families affected by the fire in Santa Paula, Ventura, Ojai, Carpinteria, and Montecito and surrounding areas.

Although the state and national association assistance programs are generally reserved for other housing issues, the need and our track record of helping people get back on their feet moved the committees overseeing these funds. In fact, when we made our proposal at the C.A.R. meetings earlier this month, several people said they wished they could give us more for the effort.

We're still working out some final details with NAR and C.A.R. but expect to publicly roll out the program very soon. The plan is to provide one month's mortgage or rent reimbursement, up to \$3,000, for families left homeless in the wake of the disasters. While insurance will cover many expenses, it won't cover all of them and some victims will not receive any insurance benefits.

The goal is to get the money out the door in three months or less, and we'll be asking all of our members to spread the word in their networks that the funding is available. We'll also be providing you with application forms, which also will be available on our website.

As I've said many times before, I've never been prouder to be a Ventura County REALTOR. And so should you.



“We will be able to assist more than 200 families affected by the fire.”



**Were you affected by  
the Thomas Fire  
or Montecito  
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**REALTORS® ARE HERE TO HELP**


**REALTORS® Disaster Relief Program  
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### VCCAR, CSMAR Named Finalists for Inman Innovator Awards

At our deadline, we received word that VCCAR and CSMAR have jointly been named finalists for the 2018 Inman Innovator Awards. We were selected in the MLS, Association, or Industry Organization category for joining together after the Thomas

Fire to help displaced renters and homeowners find new places to stay while their communities rebuild. Among the other finalists: C.A.R., NAR, and the California Regional MLS. Winners in each category will be announced in July. 🌴



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## VCCAR TRAINING ROOM

2350 Wankel Way  
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### GET IN COMPLIANCE WITH THE REQUIRED CODE OF ETHICS TRAINING

REALTORS® are now required to complete Code of Ethics training within two-year cycles. A new two-year cycle began Jan. 1, 2017 and the deadline or end of this cycle is Dec. 31, 2018.

**REGISTER ONLINE**

► WED., JUNE 27th  
► 10 AM to 1 PM

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### QUESTIONS?

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## Leadership Academy

The inaugural class of the VCCAR Leadership Academy got under way on April 18 with a day-long session led by Dr. Janet Mills that focused on personality profiling and other team-building activities. Personality profiling helps each person understand their personal attributes, values, and life skills so that they can maximize their leadership skills in the industry.

The following week, the group heard from top-producing broker Tamara Suminski, a former president of the South Bay Association of REALTORS® and a graduate of NAR's Leadership Academy. And on May 2, the class accompanied the VCCAR Travel Team to Sacramento where they participated in C.A.R. Legislative Day events and attended C.A.R. meetings.

Then on May 9, they heard from a panel of VCCAR past presidents as well as several of this year's committee chairs to learn more about how the Association operates.

The nine-week program will continue through mid-June.



Above, Leadership Academy participants engage in team-building activities, encouraged by Dr. Janet Mills. Below, a few of VCCAR's team serving the homeless.

## Serving the Homeless

Last fall, VCCAR Board Member (and Past President) Kay Wilson-Bolton was presented with NAR's Good Neighbor Award for her dedicated service to helping the homeless as the founder of the SPIRIT of Santa Paula program. Each Wednesday, the group feeds the homeless at the First Presbyterian Church in Santa Paula.

At the 428th Wednesday Dinner on April 18, VCCAR officers, board members, and staff pitched in to help serve dozens of homeless people. The official "board outing" was the idea of 2018 President Matt Capritto, in part to acknowledge Wilson-Bolton and to get a first-hand understanding of the homeless problem in the county.

The members and staff served a chicken, egg, and broccoli casserole, sliced cooked carrots, salad, pixie tangerines, bread, and cake for dessert. Participants also were able to shop in the "pantry" for items such as eggs, potatoes, strawberries, lettuce, and even cooked chicken. Food is donated by the local school district, FOOD Share, and other organizations.



Helping prep the meals were Cami Pinsak, Lyle Elliott, Wyndi Austin, her daughter Myka and Husband Ro, Sandy Seekins, and other weekly volunteers. Servers included Marta Golding Brown, Anne O'Shea Greenfield, Ashley Anderson, Sher Heard, Armani Amezcua and his daughter, Stuart Monteith, and Dale King. Capritto and Tim Comstock helped with prepping and serving.

## Board Briefs

The Board of Directors took several actions at April's meeting, including approving funding for the pre-tour meeting in Camarillo and the National Day of Training for the Biennial Code of Ethics. 🌴

## High housing costs are driving out lower-income Californians, reports say

Los Angeles Times | May 3

California lost lower-income residents to other states over a recent 11-year period, while gaining wealthier households from elsewhere in the U.S. The disparity reflects the state's sky-high rents and home prices, according to several reports released Thursday. The studies, produced by Beacon Economics for public policy nonprofit Next 10, mirror findings from the groups two years ago, as well as a flurry of other research that's documented California's persistent housing crisis.

[Read more](#)

## 5 reasons California's housing costs are so high

CalMatters | May 3

Why are California housing costs so high? At its most basic level, it's a story of supply and demand — lots of people want to live here, and there aren't enough homes to go around. But there are lots of uniquely California factors — from the shape of our coastline to Prop 13 — that have attached a painfully expensive price tag to the California dream. Here are five reasons the state's housing market got so out of whack.

[Read more](#)

## Golf course's future rides on water report

Camarillo Acorn | May 3

The hotly debated plan to build homes on the Camarillo Springs Golf Course is moving forward, and the results of a study that may affect the project's viability are expected to be released this summer, possibly as soon as next month.

[Read more](#)

## Gmail revamp: What it could mean for industry professionals

RIS Media | May 2

Email is an essential part of conducting business, and especially within the real estate community. From communications with clients to conversations with vendors, email is the fastest way to share information—but it is not always as secure as it should be. Google is tackling this vulnerability with a web redesign, which looks to solve other workflow challenges, as well. So, what do these changes mean for the industry?

[Read more](#)

## Who will control land use in California?

CalMatters | April 29

The death of far-reaching—even revolutionary—legislation to facilitate housing development crystallized a conflict that's been simmering in California for decades: Who controls land use? Based on "police powers" in the state constitution, cities and counties have, for many decades, regulated how land may be used. They do this most obviously by zoning it for specific purposes, such as residential,

commercial, industrial or agricultural, with countless subcategories, but also by controlling specific projects within those zones.

[Read more](#)

## Chance of cheaper homes by 2020? 5 reasons not to expect it

Orange County Register | April 28

If you're hoping for cheaper California housing, one mortgage insurer says don't bet on it. California tied 28 other states for the lowest-risk housing markets nationwide, according to Arch MI's latest housing-risk study. Arch MI melded year-end housing and economic data, which revealed only a 2 percent chance California homes prices would fall in the next two years — a rating unchanged in a year.

[Read more](#)

## Thousand Oaks adds 1,088 potential new residential units into 'bank'

Ventura County Star | April 26

The Thousand Oaks City Council this week added 1,088 potential new residential units into the city's slow-growth measure's "bank" for possible future development around town. The council did so Tuesday night by approving amendments to the land use element of the city's general plan and zone changes for seven residential neighborhoods to adjust their density downward to match their existing density.

[Read more](#)

## Southern California's median home sales prices reach all-time high

Ventura County Star | April 23

Southern California's March median home sales prices hit an all-time high of \$519,000, marking a historically expensive start to the region's spring selling season, according to CoreLogic, an Irvine-based firm that tracks the housing industry.

[Read more](#)

## Starting a team for the right reasons

RIS Media | April 23

Real estate teams have been around for years, yet there are still misconceptions of why and how to start one, as well as whether they are profitable for the team leader. Some agents just want some extra help during their busiest months and don't want to take on the management and leadership responsibilities that come with hiring, training and coaching agents on their team, as well as staff members. Other team leaders want to scale their businesses on purpose to maximize opportunities and expand markets, hiring partners, buyer's agents, social media marketing professionals and transaction closing coordinators. It is so important to have clarity in what your real reasons are to decide to start and build a team. Here are some helpful points when considering starting and scaling up a team.

[Read more](#)





## Major housing bill dies in first committee hearing

San Jose Mercury News | April 17

A sweeping bill that would have given the state unprecedented power over local development failed in its first committee hearing, crushing the hopes of those who saw it as the key to making housing in the state more affordable. At a lively and crowded hearing Tuesday, the Senate Transportation and Housing Committee blocked Senate Bill 827, a bill to force cities to allow apartments and condominiums of roughly four to five stories within a half mile of rail and ferry stops — as well as denser housing near bus stops with frequent service.

[Read more](#)

## L.A., long a destination for young people, is becoming increasingly out of reach

Los Angeles Times | April 16

Four years ago, Chelsea Lutz moved to Los Angeles from Cleveland to pursue a career writing and directing films. "I needed a really cheap apartment," she said. She found one in Koreatown, where she didn't particularly want to live, but it was all she could afford. Lutz is not alone. According to a survey released Monday by the Luskin School of Public Affairs at UCLA, residents across L.A. County are increasingly anxious about the cost of living, with housing costs at the top of their worries. 🌱

[Read more](#)



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## Supply, Supply, Supply!

REALTORS® urge lawmakers to take steps to increase supply of housing to solve affordability problems

By John Frith

VCCAR Editor and PR Consultant

Nearly 30 members and staff from VCCAR joined 2,500 of their colleagues from around the state in Sacramento earlier this month, descending on the state Capitol to urge lawmakers to enact measures to increase housing supply and to oppose a bill that would add unnecessary licensing requirements for some REALTORS®.

Along the way, members and staff met with lawmakers, heard one last time from Governor Jerry Brown – who will be retiring at the end of the year – and discussed and debated numerous issues in California Association of REALTORS® meetings.

But at the top of the agenda was supply. Alex Creel, C.A.R.'s chief lobbyist in Sacramento, told the REALTORS® before their legislative visits on May 2 that the statistics were troubling:

- California will need 3.4 million additional housing units by 2030.
- Just to keep pace with population growth, 180,000 new units are needed each year. Homebuilders are producing less than half that amount.
- As a result, the state's median-priced home is now \$522,440 – more than twice the national figure.
- And average home rentals are 50 percent higher than the rest of the country.

"The solution to the housing affordability crisis is to build enough housing," Creel said. "Prices are too high because supply is too small. If we can increase supply, it will make housing more affordable. And it's not the producers of housing constraining supply – it's the government."

### C.A.R. legislative priorities

This year, C.A.R. is strongly supporting two measures pending before the Legislature. The first, AB 1979, would allow prospective homebuyers to establish a Homeownership Savings Account. Interest earned would be tax-free.

The second bill, SB 1469, would streamline the local approval process for building accessory dwelling units (ADUs). Creel said while recent legislation has made it theoretically easier to build what used to be called granny flats, many cities and counties have enacted barriers to prevent actual construction. The bill would prohibit impact fees, only allows local governments to deny a permit if there would clearly be fire or life safety issues, and states that if a government failed to act within 60 days, the project would be deemed approved.

REALTORS® were asked to lobby against AB 2618, which would require real estate licensees to complete a mandatory property management certification program to perform property management services they're already licensed to provide. Creel said the bill is unnecessary and would create no new tenant protection in any event.

Creel also warned against a measure likely to be on the November ballot that would abolish restrictions on rent control. The Costa-Hawkins legislation passed in 1995 bans rent control on apartments built after that date and on all single-family homes, and allows landlords in older apartments covered by rent control to bring rents up to market levels when a tenant moves out. A growing number of politicians and housing activists are working to pass a ballot measure to overturn Costa-Hawkins, which would reduce construction of new apartments because rent control would mean the projects wouldn't pencil out.

"We need to let (lawmakers) know the solution is not price controls – it's creating supply and dealing with artificial government constraints that restrict supply," he said. "We need to streamline the permit process, fix CEQA (the California Environmental Quality Act, which allows housing opponents to file lawsuits to stop projects, often for dubious reasons), require local governments to meet their housing requirements, fund affordable housing, and defeat bills that discourage the construction of rental housing."

### Gov. Brown's final appearance

Brown, now finishing his sixteenth year as governor over two widely spaced terms, reminded attendees of how much better the economy is today than it was eight years ago, but again warned that a recession is inevitable.

With typical self-deprecatory wit, Brown said, "The next year or so look good. As long as I'm here the economy will be good and real estate prices will go up. After I'm gone, there's no promises."

In a more serious vein, he acknowledged the role REALTORS® play in their communities and in Sacramento.

"I thank you for the role you play in your communities. You more than any other organization, are everywhere. I'm proud to have been a proud ally of yours for so many years in so many ways," he said.

### Veteran and new VCCAR delegates participate

Both Association President Matt Capritto and Government Affairs Director Marta Golding Brown stressed the importance of Ventura County members participating in the legislative process.

"It's extremely important that we participate as part of C.A.R. to provide the views of organized real estate to lawmakers," Golding Brown said. "It's also important for local members to see how the process works and how we work on behalf of the industry. REALTORS® are one of the largest statewide associations and our voice is heard loud and clear."

Capritto agreed.

"We go because each year there are dozens of bills that are real estate related. We have been able as leaders to know about these bills and inform our members and the community at large about them," he said.





VCCAR members met with all four lawmakers representing Ventura County – Sens. Hannah-Beth Jackson, D-Santa Barbara, and Henry Stern, D-Agoura Hills, and Assembly Members Monique Limon, D-Santa Barbara, and Jacqui Irwin, D-Thousand Oaks.

Because Irwin's district is located solely in the county, VCCAR and Conejo Simi Moorpark AOR representatives hosted a reception in her honor, giving members a chance to talk with her in a more relaxed setting and to hear from the lawmaker about housing measures being considered.

Three REALTORS® participated for the first time as part of C.A.R.'s scholarship program that paid a portion of their travel expenses. They were Tom Buenger with Buenger Commercial Real Estate, Bonny Goetz with Coldwell Banker Residential, and Troy Palmquist with The Address Real Estate.

Buenger said highlights for him were interacting with all the other REALTORS® from around the state and seeing how both the C.A.R. and legislative processes worked. "The most awesome part was seeing people from around the state who care so much for their profession," he said.

He said attending the event has sparked his interest in becoming a VCCAR and state director in the future. "The process for pushing policy the right way was incredible. Every director in the room is allowed a voice."

Buenger, currently chair of the Young Professionals Network, was impressed by Sen. Stern, saying he was interested in what the delegation had to say and asking REALTORS® to get him more information on their issues.

Goetz was also impressed.

"It was amazing and I want to go back next year," she said. Goetz said she was particularly impressed with the respectful back-and-forth as members wordsmithed language. "One word can change everything," she said. "These issues affect all of California. We can't have our blinders on."

The eight participants in the inaugural Leadership Academy also made the trip. Capritto said that was extremely helpful to making the program a success.

"Having the Leadership Academy there was priceless," Capritto said. "The Leadership Academy is probably the biggest windfall we've had in years (in terms of developing strong leaders). They really represent our future."

Based on anonymous evaluations filled out by participants, the members agreed.

"(It was) extremely informative, including how much work goes on behind the scenes about issues that affect our daily lives and the citizens of our community."

"It was a great overall experience."

"(It) made me feel like I'm part of something bigger. (It was) confidence-building."

"The meeting with (lawmakers) was eye-opening on how they think."

### Participating in this year's Legislative Day were:

President Matt Capritto

President-Elect Jorge DeLeón

Treasurer Carolyn Triebold

Immediate Past-President Lyle Elliott

CEO Wyndi Austin

Government Affairs Director Marta Golding Brown

VCCAR Directors Ashley Anderson, Tim Comstock, Sher Heard, and Jim Keith

CAR Directors Cindy Diaz-Telly, Jeff Comstock, Janet Dorsey, Tressa Golden, Briana Quinn, and BJ Ward

Leadership Academy participants Vicente Arzate, Tom Buenger (also a scholarship recipient), Ryan Bruns, Katherine Connelly, Dustin Dammeyer, Ashley Glyer, Lupe Servin, and Kenneth Wallis II

Scholarship recipients Bonny Goetz and Troy Palmquist

Co-Key Contact Mark Chacon

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### Despite Obstacles, Desire for Homeownership Keeps Growing, C.A.R.'s Singer Says

The good news is that the American Dream of homeownership is alive and well and growing in California. The bad news is that REALTORS® have to work very hard to help millennials and other first-time buyers achieve it, especially here in California.

That was the message conveyed by C.A.R. CEO Joel Singer at the state association's annual Mid-Year Luncheon earlier this month during the group's business meetings following Legislative Day.

While many pundits said for years that the millennial generation born after 1980 or so would prefer to be renters in urban areas than homebuyers, the data show that's not true.

"Americans, and specifically millennials, believe owning their own home contributes to financial stability, and millennials are as interested in achieving the American Dream as previous generations," Singer told REALTORS® at the ticketed lunch presentation.

While millennials have been much slower than previous generations to form families and have children, he said that was due to how the Great Recession impacted them as the first wave were graduating from college.

In fact, 71 percent of millennials believe owning a home increases a person's financial stability and 64 percent would feel less successful if they never owned a home, according to a 2017 survey. That compares with 71 percent and 62 percent of all Americans.

And despite the turmoil in the housing market earlier this decade, 93 percent of all respondents in a 2016 national poll say homeownership is an achievement to be proud of, 91 percent say it's a good way to acquire equity and more assets, and 86 percent say it's a dream come true.

Singer added that the vast majority of renters plan on buying a home at some point in the future. A 2017 C.A.R. survey of Californians found that 23 percent of renters said eventual homeownership was extremely important, 27 percent found it very important, and 29 percent believed it was moderately important.

He urged REALTORS® to stress the public's views of homeownership when talking to policy makers about housing issues.

"We often talk about housing, but the homeownership aspect gets lost sometimes. When we talk about 'housing,' the people listening to us may be thinking of just shelter and not the benefits of homeownership," he said.

Besides financially, homeownership has also been found to improve people's health, increase educational achievements and reduce dropout rates, and lower crime rates. He said that's true in lower-income areas as well as more affluent communities.

Unfortunately, due to the state's skyrocketing housing costs and lack of supply, he said California currently has the nation's second-lowest homeownership rate – behind only New York. Just 54 percent of California families are homeowners, almost 10 points lower than the national average. And that percentage is likely to keep dropping to the point where a majority of Californians will be renters within the next decade.

"When it comes to homeownership, we suck," Singer said. "We all think of ourselves as ahead of the curve – as California goes, so goes the country, for better or worse. If this is what is happening, we should be concerned for our country," he said.

In the short run, he said homeownership rates will likely tick up if the Costa-Hawkins rent control restrictions are repealed in November, but as the amount of rental homes on the market falls, the housing shortage will extend on a massive scale for renters.

Finally, as the child of immigrants, Singer pointed out the huge positive impact immigration has had on homeownership in California. The state's population growth in recent years has been fueled almost exclusively by foreign immigration and natural increase as more Californians move out of state than Americans from elsewhere move here. And as the state becomes even more diverse, it's imperative that all ethnic groups are able to become homeowners.

"REALTORS® will continue to ensure that both the American Dream and the things that make California special will continue," he concluded.

You can review [Singer's Power Point slides here](#). 

## Deadline to Register to Vote is May 21

Nationwide, 86.59 percent of REALTORS® are registered to vote. Are you one of them? If not, you still have time to have your voice heard in California's June 5 election. Pick up an application today at the Ventura County Government Center or simply [register online](#).







VCCAR was recognized at this month's C.A.R. Legislative Day for having the highest member participation levels for AORs its size in the C.A.R. Call for Action last October to reform the tax code while protecting middle-class homeowners. Fully 26.5 percent of members participated. Accepting the Outstanding Achievement in Grassroots Mobilization Award were, from left, CEO Wyndi Austin, President Matt Capritto, and Government Affairs Director Marta Golding Brown. Thanks to all of our members who helped!



Leadership Academy members at C.A.R. Legislative Day. Front row, left to right: Vicente Arzate, Ashley Glyer, and Lupe Servin. Back row, left to right: Dustin Dammeyer, Ken Wallis, Katie Connelly, Ryan Bruns, and Tom Buenger.



## COVER STORY



VCCAR's Travel Team listen to presentations on C.A.R. Legislative Day, including the one by Gov. Jerry Brown (right).



Jorge De León and Mark Chacon at the morning conference. At right, De León and Sher Heard at the reception for Assembly Member Irwin.



Matt Capritto and Janet Dorsey share a moment at the reception. At far right, Irwin (at left) listens to REALTORS® there.







Above, VCCAR and CSMAR members after meeting with Irwin in the Capitol. Below left, the room was packed at the morning conference. Below right, members listen to Irwin at the reception.



Above left, members at the reception. Above right, Ashley Anderson, Troy Palmquist, Tom Buenger, and Ryan Bruns. At right, scholarship recipients Palmquist, Bonny Goetz, and Buenger.





# CORNHOLE TOURNAMENT

## Cornhole Tournament a Hit with Members and Vets

The Affiliate Committee's first networking event of the year was something different – VCCAR's first-ever cornhole tournament, held April 24 at the Veterans Home in Ventura.

For those who may not know, cornhole is a beanbag-toss game made up of teams of two. A total of 22 teams participated in the tournament and many others stopped by to cheer on their favorite team. The event featured great BBQ sandwiches, cool drinks, and great music! Not only was this a great location to hold the tournament, it also gave some of the veterans an opportunity to play and enjoy time with many of our REALTORS® and affiliates.

At the end of the day, things got serious as it was down to the last few teams fighting it out for first place. Congratulations to our 1st Place Team – Mike Kapp and Cameron Calibri from Joe Kapp Real Estate. Bobby Rodriguez of Stewart Title and teammate James Federis took 2nd place and coming in 3rd was Eric Everts of RE/MAX Gold Coast Realty and his teammate Bruce Smith.

The Best Team Name went to Comfort Real Estate's The Corn Stars.

Those making the event possible included Guild Mortgage, MortgageCouch, Capital Mortgage Services, Montecito Bank & Trust, Axia Home Loans, 805Cornhole, Ventura BBQ, Starmani Entertainment, and the Ventura Downtown Lions Club.

Thanks also go to Affiliate Committee members who helped organize this event – Joey Siddens, First American Title; Dan O'Brien, Landmark Financial; Salena Bracamontes, State Farm Insurance; and the VCCAR Team of Erika Serrano and Linda Faciana.

A portion of the proceeds went to the Veterans Home and Habitat for Humanity. 🌱



Veronica Johnson with Lawyers Title prepares her throw.



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Coming in third was the On the Wood team of Eric Everts with RE/MAX Gold Coast Realty and friend Bruce Smith.



The Comfort Real Estate group – The Corn Stars – took home Best Team Name honors. From left, BJ Ward, Cheryle Estes, and Sher Heard (partially hidden).



Second-place Bags of Fury members James Federis, left, and Bobby Rodriguez, right, with emcee Armani Amezcua with Starmani Entertainment (and, of course, VC Property Shoppe).



The big winner was Mike Capp with Joe Kapp Real Estate and Cameron Calibri.

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## NEW MEMBERS



**A total of 20 new REALTORS® were sworn in and presented with their pins at the New Member orientation last month at the VCCAR offices.**

Pictured from left: VCCAR President-Elect Jorge DeLeon; Patrick O'Leary, Pat Willis Real Estate; Allison Easley, Burrows Real Estate; Shellie Phelps, Keller Williams West Ventura; Daniel Abeloe, Keller Williams West Ventura; Deborah Roud; Deborah Dianne Roud; Matthew Ramey, Veteran Home Services; Blake Langdale, Coldwell Banker Residential; Lorraine Stachowski, RealHome Services & Solutions; Sandra Lawrence, RealHome Services & Solutions; Cary Weldy, Keller Williams West Ventura; Annette Barton, Surfside Anacapa Real Estate; Teresa Baehner,

Keller Williams West Ventura; Steven Colton, Berkshire Hathaway Home Services; Christi Moorhouse, Keller Williams West Ventura; Eric Zetterberg, California Oaks; Andrea Chaffey, Berkshire Hathaway Home Services; Michael Nusselt, Keller Williams West Ventura; Stephen Manee, Coldwell Banker Property Shoppe; Christian Coss, Keller Williams West Ventura; William Fairbanks, Graff Real Estate; and VCCAR Professional Development Committee Chair Robin Turner. 🌱

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## **WRITING PURCHASE AGREEMENTS WITH ZIPFORM**

**MAY 21, 2018**

Registration: 8:30 AM

Session: 9:00 AM - 10:30 AM

Location: VCCAR Training Room

Speaker: Jeff Comstock, GRI

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### **Instructor: Jeff Comstock, GRI**

Jeff is a C.A.R. Certified Winforms instructor who is in this 28th year in Real Estate. He has over 500 closed transactions and is the owner/broker of Comstock & Calhoun Real Estate Company.

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Understand the transaction dashboard and the workflow functions

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).

## Inventory Falls, Prices Rise in April, Ventura County MLS Data Show

The number of homes on the market in Ventura County continued to drop in April, and unsurprisingly the price of homes continued to rise, according to data from the Ventura County Regional Data Share MLS and Realtors Property Resource.

C.A.R. Senior Economist Jordan Levine said the data points to deeper structural issues.

"If people were waiting for prices to rise to incent them to begin to sell in bigger numbers, then we would have already begun to see some movement on that front," he said. "That we have not suggests that other forces are keeping people in their homes including overall affordability (where can they afford to buy), lack of inventory (what's available to buy and how competitive is it even if someone wants to move), state tax consequences (will sellers be giving up their property tax basis under Proposition 13), and federal tax consequences (will sellers have to pay capital gains on the sale).

"All of those factors play a role in keeping folks in place even when the economy and market is rising. Much of this, in turn, is symptomatic of our failure to build enough housing to accommodate population growth. As a result, housing costs have been increased by those who can still afford to purchase

homes in this state fighting over a limited amount of homes actually being built or turned over in any given month."

(For more information about the lack of inventory and C.A.R.'s efforts to boost it, see the cover story on [Page10](#))

At the end of April, there were just 1,626 active listings in the MLS countywide, down 27 percent from a year ago but up 5.2 percent from the end of March. New listings fell to 860 during the month, down 4.9 percent from the previous year and down 5.1 percent from March. The net result was there were just 2.8 months of inventory on the market at the end of April, down 19.9 percent from April 2017 and down a staggering 34.4 percent from the previous month.

As a result, the median sales price last month was \$594,950, up 3 percent from last April and up 2.8 percent from March. Median listing prices shot up even more, to \$699,900, a 14.7 percent increase from 2017 and a 2.9 percent hike from March.

Due to the higher prices and lack of inventory, just 534 sales closed during April, down 10.1 percent from last April and down 9 percent from March. Pending sales were down even more, falling to 380, a 14.8 percent drop-off from April 2017 and down 13.4 percent from March. 🌱



### Market Data Report

VCCAR Report

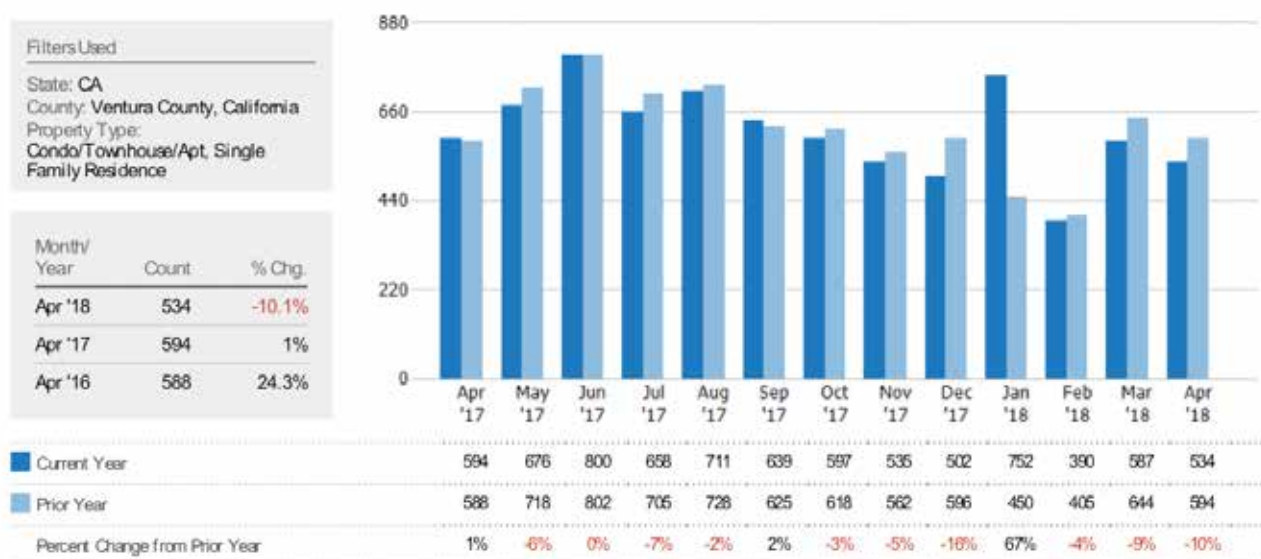
#### Closed Sales

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.
Apr '18	534	-10.1%
Apr '17	594	1%
Apr '16	588	24.3%







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Tuesday, July 17  
Tuesday, August 21

Time: 11:00 AM - 12:00 PM

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**Date**

Thursday, June 7



**Time**

9:00 AM - 12:00 PM



**Location**

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- Enforcement Scheduling
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**Marketing Trends & Tax Laws**

**July 13**

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3:00 PM - 4:00 PM Networking Reception  
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Wyndi Austin

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Each scholarship allows for reimbursement of up to \$1,500 for a conference ticket, airfare, three nights’ hotel stay, and parking.

Some of the speakers at the event, which will be held from July 17-20, include:

- Matthew Luhn, Former Pixar animator
- Shabnam Mogharabi, SoulPancake
- Doniece Sandoval, Lava Mae
- Glenn Kelman, Redfin
- Katie Clancy, The Cape House Team
- Henry Williams, Google
- Chelsea Peitz, The Agent Marketer
- Robert Reffkin, Compass

In addition to the keynotes, the event includes tailored tracks focusing on agents, brokers, teams, technology, marketing, data, and CEOs.

Interested members should complete and submit [this application](#) for consideration. To be considered, applicants must be:

- a REALTOR® member in good standing
- a member of VCCAR for at least 12 months
- and currently serving on a VCCAR committee.

In addition, applicants must write a short essay on why you should be considered.

The deadline to apply is June 10. The only requirement is that the two REALTORS® selected must agree to present a detailed report about what you learned.

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