

Ventura County Coastal

November 2016





OFFICERS

PRESIDENT
MARK CHACON

PRESIDENT-ELECT
LYLE ELLIOTT

TREASURER
MATT CAPRITTO

DIRECTORS

BJ WARD
JORGE DELEON
WAYNE KING
PAM MCWAID
RICHARD SNOWDEN
CAROLYN TRIEBOLD
TERRI DAVIS
BRIANA QUINN
JOE VIRNIG
TIM CONSTOCK
SUSIE HAFFER
JIM KEITH

NON-REALTOR® DIRECTOR

JEFFREY J. STINNETT

2016 COMMITTEE CHAIRS

AFFILIATES
SALENA BRACAMONTES-MALONEY
VICE-CHAIR **WASSILA RICE**

BUDGET & FINANCE
MATT CAPRITTO

EDUCATION/EQUAL OPPORTUNITY &
CULTURAL DIVERSITY
SHER HEARD

GRIEVANCE
HELENE KEDDINGTON

INSTALLATION
JANET DORSEY
CHERYLE ESTES

LOCAL CANDIDATE RECOMMENDATION
AL LIMON

LOCAL GOVERNMENT RELATIONS
ELISABETH SELLECK

MLS
WAYNE KING
NOMINATING COMMITTEE
BJ WARD

NEW MEMBER ORIENTATION
MATT CAPRITTO
JORGE DELEON
RICHARD SNOWDEN

OMBUDSMAN
JORGE DELEON

PERSONNEL
DENNIS GOLDSTEIN

PROFESSIONAL STANDARDS
JIM KEITH

PUBLIC RELATIONS
PAM MCWAID

YPN
ARMANI AMEZCUA

WE CARE
KAREN CAMPBELL

TABLE OF CONTENTS

President's Corner	3
CEO Corner	4
Elections Wrap-up	6
Benefits of Being a REALTOR®	7
Housing Statistics	11
Flexmils Is Almost Here	13
Installation Gala	14
YPN Keeps Busy	15

UPCOMING Meetings/Events

NOVEMBER 21
FLEX Webinar Session
10:00 AM

NOVEMBER 22
New Member Orientation
Training Room
9:00 AM

NOVEMBER 23
Affiliates Committee
Board Room
9:45 AM

NOVEMBER 24-25
Thanksgiving Holiday
VCCAR Offices Closed

NOVEMBER 28
Installation Meeting
Board Room
10:00 AM

DECEMBER 6
C.A.R. GAD Fly-Up
Sacramento

DECEMBER 7-8
2017 Leadership Strategic
Planning Session

DECEMBER 7
MLS Rules & Regulations
Training Room
9:00 AM

DECEMBER 8
Real Talk Toastmasters
Training Room
Noon

DECEMBER 9
Education & Equal Opportunity
Board Room
10:00 AM

DECEMBER 9
VCCAR Office Closing
at 3:30 PM

DECEMBER 9
20th Annual Installation & Awards Gala
6:00 PM

DECEMBER 14
Board of Directors Meeting
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 Offices Close
12:00 PM

DECEMBER 26
Christmas Holiday
VCCAR Offices Closed

DECEMBER 30
New Year's Holiday
VCCAR Offices Close
12:00 PM



2350 Wankel Way, Oxnard, Calif. 93030 Phone: (805) 981-2100 / Fax: (805) 981-2107
CEO e-mail: Randy@vcrealtors.com Website: www.vcrealtors.com

The Power – and Benefits – of Being a REALTOR®

Mark Chacon
2016 VCCAR President



Mark Chacon

The elections this month were certainly surprising in many ways – they certainly were at the presidential level! – but there were many races locally and across California that could impact private property rights.

REALTORS® as always made a difference at the polls, and we want to thank all of our members who took the time to educate yourselves about the issues and voted.

Here in Ventura County, REALTORS® played an important role in nearly a dozen City Council races. As you will see on page 6 of this month's issue, our Local Candidate Recommendation Committee interviewed dozens of candidates in Oxnard, Ventura, Camarillo, Santa Paula, Fillmore, and Port Hueneme and ultimately recommended 15 of them to our members. It was encouraging that in several cases, there were more candidates who supported homeownership and private property rights than there were available openings.

On November 8, 11 candidates backed by VCCAR were elected. Even more importantly, only in one race did a candidate we didn't recommend beat out a candidate on our list.

That's good news for homeowners, prospective homeowners, and the economy because real estate remains a vital part of our county's fabric. Unfortunately, of the two competing growth control measures on the ballot, Measure C was approved, extending our current SOAR restrictions until 2050. The continued impact of SOAR will be felt for another generation, and VCCAR will continue to carefully monitor those impacts and support changes in the future if needed.

I also hope you'll take a look at our cover story beginning on page 7, which walks you through some of the many benefits of being a REALTOR®. I thought it was profound that two of our members said one of their top reasons was our Code of Ethics. The vast majority of REALTORS® do their jobs with integrity and honesty, but our industry's ability to discipline the occasional bad apple helps us continue to enjoy our well-earned reputation with the public.

Of course, there are lots of other exclusive benefits from being a REALTOR® and I'd urge you to refresh your memory about them as well.

Finally, I look forward to seeing as many of you as possible on December 9 at our Installation Gala. It's been an honor serving as your president this year and I thank everyone for their support. I'll have more to say about that next month!

Have you seen us on Facebook?

Click here
Log in
Like Us



SAVE THE DATE

Fill-La-La-Ah-House Toy Drive – **December 7**
Installation Dinner – **December 9**



Did You Know...

Randy McCaslin
Chief Executive Officer



Randy McCaslin

Annual Award Winners Must Meet Specific Criteria

VCCAR is deep into planning for the 20th Annual Installation and Awards Gala, which will be held on the evening of December 9.

Having mentioned the Installation/Awards Gala, the next thing that goes along with the event is the annual selection of the REALTOR®, Broker-Owner-Manager, and Affiliate of the Year. You have already received the information regarding the nomination for the 2016 recipients and the Awards Selection Committee has met and made its decisions.

Here are some of the qualification requirements:

- Association service in support of committees, task forces, etc.
- Selfless volunteerism.
- Continued training and education, such as earning designations.
- REALTOR® involvement with C.A.R. and/or NAR.
- Adherence to the REALTOR® Code of Ethics.
- Must be an active REALTOR®, broker-owner-manager, or affiliate member.
- Must not have received the award in the last five years.
- Must have been a VCCAR member for at least five years.
- Must have contributed to community service.

Along with each of these categories, there is an elaborate point system for evaluation purposes. This keeps the process completely objective and nonbiased. In other words, whoever gets the most points wins. If you are heavy in community service, for example, that is wonderful but it's not worth many points because these are REALTOR® service awards, not community service awards.

Finally, it's important to note that the winners are not determined by the number of nominations they receive. For example, many times a real estate company or office sends in multiple recommendations for the same person. That counts as one nomination. Why is that? Because the committee makes its decisions based on service to the Association, not on popular vote. Again, the criteria above are clear on what is needed to be chosen as a recipient for these honors.

I look forward to congratulating the winners on December 9, and I will see you at the Gala!



Helping your clients grab life by the doorknob.

We're the oldest and largest
credit union headquartered in
Ventura County.

When your clients are ready to
open the door, we're there with you
to make it happen.

We offer great rates and local
experts who get things done quickly,
smoothly and efficiently.

vccuonline.net
805.477.4000



Ventura and Camarillo
Linda Tabata
NMLS #517158
805.477.4027



Simi Valley
Mark Gottlieb
NMLS #233469
805.477.4588



Thousand Oaks
Jeff Johnson
NMLS #340976
805.477.4598



**Thousand Oaks
and Moorpark**
Kathy Bochenek
NMLS #376059
805.477.5543



**Oxnard and
Port Hueneme**
Annette Ortiz
NMLS #106596
805.477.4525



**VENTURA
COUNTY**
CREDIT UNION

Living the life.

Ventura • Oxnard • Camarillo • Thousand Oaks • Simi Valley • Port Hueneme • Moorpark

11 Mayor and City Council Candidates Backed by VCCAR Win Election

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

While Measure F, the VCCAR-supported land use measure on this month's ballot, went down to defeat, county voters overwhelmingly chose candidates recommended by VCCAR's Local Candidate Recommendation Committee (LCRC) in city council races in the Association's service territory.

LCRC did not recommend candidates for every council opening, and in some cases recommended more candidates than there were vacancies. In the end, 11 candidates supported by VCCAR were elected and only in one instance did a candidate not recommended beat out one supported by the Association.

In Camarillo, VCCAR recommended three candidates for two City Council seats – Councilmen Kevin Kildee and Bill Little, along with challenger Tony Trembley. Kildee and Trembley were victorious and Little finished a close third.

In Fillmore, recommended candidate Tim Holmgren was one of three people elected to the Council, while in Oxnard, Mayor Tim Flynn, VCCAR's recommended candidate, cruised to an easy re-election win, finishing nearly 6,000 votes ahead of the second-place candidate. On the Oxnard City Council, two of our endorsed candidates – Councilman Bryan MacDonald and Aaron Starr – won the two openings. We also had backed Stephen H. Huber, who finished fourth.

In Port Hueneme, recommended candidate Sylvia Muñoz Schnopp was victorious while our other recommended candidate, Steven Gama, was unsuccessful. In Santa Paula, Mayor Martin Hernandez was re-elected to the Council. (The city selects its mayor each year from among the members of the Council.) And in Ventura, recommended candidates Matt LaVere, Christy Weir, and Cheryl Heitmann captured the three seats up for election while David Grau, who was also on our recommended list, finished fourth.

LCRC interviewed numerous prospective officeholders from throughout our area in September and, along with the California Real Estate Political Action Committee (CREPAC), supported 15 candidates that we believe will work to support private property rights, promote homeownership, and encourage economic development.

On a countywide basis, VCCAR also strongly supported Measure F, the ballot measure sponsored by county farmers in the SUSTAIN VC movement that we believed would make farming more viable and extend growth control measures until 2036 when voters could once again decide if the land use decisions made decades ago continued to make sense.

We knew it would be a difficult contest because the SOAR (Save Open Space and Resources) brand is so strong with county residents. The winning SOAR extension proposal, Measure C, keeps the status quo intact until 2050 and we believe threatens agriculture's future and thus the county's overall economy. VCCAR will keep a close eye on the impacts of the SOAR extension in the years to come.

On a statewide basis, C.A.R. took a position on only one of the 17 statewide ballot measures and supported Proposition 51, the \$9 billion school bond measure that will keep state funding flowing for school construction and modernization. State bond funds are one of three legs of the school construction stool, the others being local bond funds and developer fees. Prop. 51 passed with 54 percent of voters approving.

Nationally, NAR through the REALTOR® Action Fund contributed \$25 million on candidates who support the real estate industry, private property rights, and homeownership, with \$17 million contributed in state and local races nationally on REALTOR® Party candidates. Detailed information on these races may be [found here](#).



Marta Golding Brown





Why Be a REALTOR®?

Education, Advocacy, Tools You Can Use, and the Code of Ethics are 4 Great Reasons

By John Frith

VCCAR Editor and PR Consultant

When you ask a veteran real estate broker like Al Fox why he's been a REALTOR® since 1976, he'll tell you it's partly because of the education he gets about latest trends in the industry and partly because of the advocacy efforts local, state, and national associations provide with government officials.

But Fox, who with his wife, Cindy, owns Al Fox Realty in Camarillo, said perhaps the biggest reason he's been a member so long is that REALTORS® subscribe to, and generally adhere to, a strict code of ethics.

"When you get one bad apple, they will ruin many apples," he said about the impact on the industry of unscrupulous real estate professionals. "If we can control them, we'll have a higher grade on the scale of professions who are honest and who are not."

Jeff Comstock, an Associate Broker with Comstock and Calhoun Real Estate Company in Ventura, agrees.

"Every REALTOR® is a licensed real estate agent, but not every real estate agent is a REALTOR®. I'd like to think we're held to a higher standard," said Comstock, who's been in the industry for 26 years as an agent, broker, and company owner.

And the Code of Ethics has long been a major selling point for the National Association of REALTORS®.

"Part of the incentive for becoming a REALTOR is to capitalize on the good reputation of NAR members. The idea is that consumers will opt to work with a real estate agent who has sworn to treat all parties fairly and honestly," NAR says.

Retiring VCCAR CEO Randy McCaslin said one of his proudest accomplishments at the local association and with C.A.R. was his leadership role in publicizing members who violated the Code, such as posting their photos in the members' section of the VCCAR website.

"We need to keep members' feet to the fire," McCaslin said about the need to follow the Code. "If they violate the Code, I am proud that other members can know who the bad players are."

After a professional standards disciplinary hearing, C.A.R. and VCCAR only publish the names and photos of violators who receive a reprimand, fine, suspension, or expulsion – anything other than a letter of warning or stand-alone education.

And of course, the fact that REALTORS® are held to those higher standards is also a great selling point for consumers looking to work with an agent to buy or sell a home. In fact, NAR lists it as the first of its *7 Reasons to Work with a REALTOR®* guide.

But there are many other advantages to being a REALTOR® as opposed to just selling real estate. As Comstock and Fox both noted, continuing education is one of the main reasons.

"I'm kept abreast of the latest information, especially laws that pertain to real estate," Fox said.

Beyond that, the state association's Education Course Catalog offers a full range of fee-based courses and certification options. Both live and online training is available. Members also receive 12 hours of free online continuing education courses, including those required by the California Bureau of Real Estate to maintain a real estate license.

Comstock said VCCAR's education committee is very active and brings in experts in different fields.



For More Information...

To learn more about the benefits of C.A.R. membership, read the *Your Membership Your Way* reference guide.

Review NAR membership benefits on its *Value of Membership web page*.

Continued on page 8

Continued from page 7

"I particularly enjoy C.A.R.'s website," he said. "I'm a technocrat and a frustrated attorney, and they always have bulletins about new laws and the latest case law."

He said he's also active in C.A.R.'s standard forms committee, which originates all of the forms and contract documents REALTORS® use every day. That member advantage is huge because every time there's new legislation or a new lawsuit settlement, forms need to be changed. REALTORS® always have the latest and most accurate forms to work with.

Then there's advocacy.

"No. 1, it's organized real estate," Comstock said of the national, state, and local associations. "From a political aspect, they keep an eye on the Legislature and protect private property rights."

At all three levels of the association, staff and members are on the lookout for members. In Ventura County, for example, VCCAR has been active in a number of key issues, including how to regulate short-term vacation rentals and working to elect and re-elect local government officials who understand the importance of housing and private property rights. In local elections earlier this month, 11 candidates supported by VCCAR's Local Candidate Recommendation Committee were elected to office while only one candidate not recommended was defeated by one not supported by the Association.

Finally, membership provides a wide range of tools to help REALTORS® grow their businesses. Two huge member benefits from C.A.R. are free one-on-one legal advice from C.A.R. attorneys regarding real estate matters and a finance helpline that also provides one-on-one assistance for financing issues within a transaction. With a direct line to lenders, C.A.R. says this program has saved more than four in five transactions from falling out of escrow.

Other services include the Ombudsman Hotline, a free service to help resolve disputes with other REALTORS®; financial tools; housing data; and customizable information for clients. A huge benefit is the opportunity to purchase health insurance through plans grandfathered in before the Affordable Care Act went into effect, which can often be less expensive than coverage obtained through the Covered California exchange.

While some REALTORS® have expressed doubts about the value of membership over the years, most members believe differently. Anne Meczywor, a REALTOR® in Lenox, Mass., put it this way in an online forum:

"I am convinced to my bones that real estate professionals who think there is no difference have made no effort to attend an NAR conference, or the Legislative Meetings in D.C. They haven't availed themselves of dispute resolution, legal hotlines, or educational opportunities that aren't available to non-REALTOR® licensees. The dues are PEANUTS compared to the benefits."



Meet your local mortgage experts



Loans up to \$5,000,000* | Portfolio Lender | Local Processing and Underwriting
Owner Occupied, Second Home, and Investment Properties 1-4 units
Beach, Estate, and Hillside Properties, Manufactured Homes



Mayra Cummings

AVP Mortgage Loan Originator
NMLS # 248849
(805) 979-4479
mcummings@montecito.bank



Christine Gonzales

AVP Mortgage Loan Originator
NMLS # 996017
(805) 979-4478
cgonzales@montecito.bank



**Montecito
Bank & Trust**
NMLS ID #: 472185

homeloans@montecito.bank

montecito.bank/mortgage • (805) 963-7511

Solvang • Goleta • Santa Barbara • Montecito
Carpinteria • Ventura • Camarillo • Westlake Village

*Subject to credit approval



C.A.R. President Meets with Area REALTORS®

As part of his meetings with REALTORS® around the state during his term, 2016 C.A.R. President Pat "Ziggy" Zicarelli gave an update on state association issues on October 12 at a Region 11 meeting in Santa Ynez. Eight VCCAR members and staff **RIGHT** attended the event, which included members from Ventura, Santa Barbara, and San Luis Obispo counties. **BOTTOM RIGHT**, VCCAR President Mark Chacon, C.A.R. Director Janet Dorsey, VCCAR CEO Randy McCaslin, and Zicarelli. **BELOW**, McCaslin adjusts Zicarelli's tie.



CAMARILLO ESCROW COMPANY



Dana J. Stroh	Lynn Donley	Ann E. Donley	Debbie Hansen	Gina Larson
Escrow Officer	Owner / Controller CPA / Escrow Officer	Owner / Manager Escrow Officer	Escrow Officer	Assistant

445 Rosewood Ave., Suite L, Camarillo, CA 93010

Office: 805.389.6626 Fax: 805.389.6625

Serving Ventura County Since 1994

WWW.CAMARILLOESCROW.COM

"Escrows are our only business"

Housing Market Remains Strong in October, VCRDS Data Show

The housing market remained strong during October in VCCAR's service territory, according to data compiled by the Ventura County Regional Data Share (VCRDS) MLS service.

There were 891 units for sale in October, down 5.4 percent from last month but up 1.8 percent from October 2015. One reason for the month-over-month decline may be that 417 homes were placed under contract during the month, up 11.5 percent from last month and up 6.4 percent from last year.

Median prices for homes sold in October climbed modestly to \$508,000, up 4.7 percent from last month and up 7.9 percent from

last year. The average sold price was \$599,000, up 6.2 percent from last month and up 3.6 percent from last year, while the average for-sale price dipped slightly to \$991,000, down 0.5 percent from last month but up 5.5 percent from last year.

The average sold price per square foot, meanwhile, also showed continued price increases, with the October value at \$337, up 0.9 percent from last month and up 4.7 percent from last year.

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.

Number of Homes For Sale vs. Sold vs. Pending vs. New Listing (Aug. 2015 – Oct. 2016)



	Currnt vs. Prev Month			Currnt vs. Same Month 1 Yr Ago			Currnt vs. Same Qtr 1 Yr Ago			TODAY'S STATS		
	Oct. 16	Sep. 16	% Change	Oct. 15	Oct. 15	% Change	Aug. 16 to Oct. 16	Aug. 15 to Oct. 15	% Change	5/1/2016 - 5/11/2016	4/1/2016 - 4/11/2016	% Change
For Sale	891	942	-5.4% ▼	891	876	1.8% ▲	2780	2753	1% ▲	0	0	N/A
New Listing	431	458	-5.9% ▼	431	445	-3.1% ▼	1454	1463	0.6% ▼	207	223	-7.2% ▼
Sold	389	381	2.1% ▲	389	412	-5.6% ▼	1192	1244	-4.2% ▼	146	115	27% ▲
Pending	417	374	11.5% ▲	417	392	6.4% ▲	1232	1222	0.8% ▲	184	135	36.3% ▲

(October 2016 is a Jeller's market!)

Home For Sale in October 2016 is 891 units. It is down 5.4% compared to the last month and up 1.8% compared to the last year.
 Home Listed in October 2016 is 431 units. It is down 5.9% compared to the last month and down 3.1% compared to the last year.
 Home Closed in October 2016 is 389 units. It is up 2.1% compared to the last month and down 5.6% compared to the last year.
 Home Placed under Contract in October 2016 is 417 units. It is up 11.5% compared to the last month and up 6.4% compared to the last year.

More Training Offered for Flexmls System

By Lynn Van Emmerik

VCCAR MLS Administrator

VCCAR is continuing to transition from our current MLS system to the new and improved Flexmls platform, and is still on track to complete the switchover by next month. Here is the current schedule:

Nov. 21-Dec. 9 – You will be given preview access to the Flexmls system but all input and listing changes will still take place on the current Rapattoni MLS platform. Note that the parallel system will allow you to set up contacts and build searches during this time.

Dec. 9-12 – The Rapattoni and parallel Flexmls systems will be in “read only” mode. No further input or listing changes can be made on either platform.

Dec. 13 – The Flexmls system goes live. Auto-prospecting searches will become operational.

To help our members get quickly up to speed with the new system, numerous training opportunities have been scheduled, both online and in-person here in Ventura County:

Nov. 21 – Getting Started webinar previously scheduled for Nov. 8. If you haven’t signed up for this 90-minute introduction to Flexmls, please [click here to register](#). The event will take place from 10 a.m. to 11:30 a.m. and will cover how to log in, general navigation, listing maintenance, searching, and much more.

Nov. 22 – Searching Tools in Flexmls, 1-hour webinar, 10 a.m. [Register here](#).

Nov. 29 – Subscriptions and Portals, 1-hour webinar, 10 a.m. [Register here](#).

GUILD MORTGAGE COMPANY



Servicing over \$11 Billion!

BRANCH MANAGERS

Bryan Peck

805-290-5715 NMLS #238741

Linda Hall

805-208-8951 NMLS #235495

Dawn Peck

805-312-0450 NMLS #231608

LOAN OFFICERS

Buff Bartley

805-844-2410 NMLS #238746

Kathy Gray

805-701-7467 NMLS #238911

Wendy Mueller

805-907-3136 NMLS #234069

Robert Brenner

805-427-3538 NMLS #240029

Juliann Laufer

907-250-0549 NMLS #794136

Maribel Pantoja

805-816-0181 NMLS #286044

Chad Cockerell

805-216-5511 NMLS #256385

Luis Mendez II

805-824-7084 NMLS #257057

Timothy Theys

805-216-1607 NMLS #256133

Office: (805) 389-6800

1000 Town Center Drive #520

Oxnard Ca. 93036

www.guildmortgage.net/ventura



An Equal Housing Lender | Licensed by the Dept. of Business Oversight under the California Residential Mortgage Lending Act NMLS ID 3274 Branch NMLS ID 240753

CELEBRATING 50 YEARS of Closing Loans and Opening Doors

Dec. 1 – Flexmls Mobile and Flexmls Pro, 1-hour webinar, 2 p.m. Flexmls Pro is the agent app for Android and iOS devices. For those not using an Android or iOS device, we will also be reviewing Flexmls Mobile. Flexmls is the iOS app for consumers. [Register here.](#)

Dec. 5 – CMAs & the 1004MC Form, 1-hour webinar, 10 a.m. [Register here.](#)

Dec. 7 – Listing Maintenance, 1-hour webinar including navigation and profile setup. 2 p.m. [Register here.](#)

Dec. 14-15 – In-person Flexmls trainings scheduled to be held in Ventura County. Times and locations TBD.

Please check the Broadcast Notice screen in the MLS and your email for further news and updates.

You can also view some or all of these video tutorials:

- [Intro to Flexmls](#)
- [Using Quick Launch](#)
- [Dashboard Navigation](#)
- [Getting Help](#)
- [Flexmls Menu](#)
- [Add a Listing](#)
- [Change a Listing](#)
- [Searching](#)
- [Search Results Screen](#)
- [Subscriptions](#)

flexmls
created by FBS



VENTURA

Pest Control

Copesan PEST SOLUTIONS PARTNER

Serving Ventura County Since 1959

www.VenturaPest.com

805-656-1545

When you order a termite inspection from Ventura Pest Control, you get a

- Professional Staff
- Quick Turnaround
- Honest Inspection
- Competitive Pricing
- Free Second Opinion



PROFESSIONAL TERMITE INSPECTIONS | WOOD REPAIR & REPLACEMENT | LOCAL OR SPOT TREATMENTS | FUMIGATION (TENTING) EXPERTS

Get Your Tickets Now for Installation and Awards Gala

Tickets are now on sale for VCCAR's 20th Annual Installation & Awards Gala, which will be held on Friday, December 9, at the Embassy Suites by Hilton Mandalay Beach Resort in Oxnard.

The dinner gala will recognize the service of outgoing President Mark Chacon and retiring board members, and formally install incoming President Lyle Elliott and new VCCAR officers and board members. In addition, the REALTOR® of the Year, Broker-Owner-Manager of the Year, and Affiliate of the Year awards will be presented.

VCCAR thanks the companies that have generously sponsored the event and contributed greatly to making it a success:

Title Sponsor:

Guild Mortgage

Platinum Sponsors:

Berkshire Hathaway Home Services California Properties
RE/MAX Gold Coast REALTORS®
Century 21 Troop Real Estate

Gold Sponsor:

JPM Chase Bank

Bronze Sponsors:

Alicia T. Basurto – Farmers Insurance Agency
Coldwell Banker Residential Brokerage
All Valley Escrow
Golden 1 Credit Union
First American NHD/HBP
The MAC Team CALIBER HOME LOANS – Maurice Leveille & Cristina Zepeda

The event will begin with no-host cocktails at 6 p.m., followed by the program at 6:30 p.m. and dinner at 7 p.m. Dinner options are braised top round of beef garlic and herbs with a natural veal demi-glace, braised chicken breast with grilled artichoke cream sauce and Meyer lemon, and vegetarian stuffed Mediterranean bell pepper.

Tickets are \$75 per person and must be purchased by December 2. There will be no tickets sold at the door. Dress for the event is cocktail or formal.

REALTORS® may purchase tickets online by [CLICKING HERE](#). Click on the member sign-in, go to Events and Classes, and then click Scheduled Events. Affiliate members and others may purchase tickets at the VCCAR office.

For more information, call the VCCAR office at (805) 981-2100.



Embassy Suites by Hilton Mandalay Beach Resort
2101 Mandalay Beach Road, Oxnard, California 93035

YPN Sponsors Toy Drive After Successful Vino for Vets Event

The Young Professionals Network has been on a roll this fall, following up its successful Vino for Vets fundraiser quickly with the upcoming Fill-La-La-Ah-House toy drive.

The toy drive will be held from 6 a.m. to noon on Wednesday, December 7, at K.Hovnanian Homes' RiverPark development, 561 Owens River Drive in Oxnard. Part of the annual Toys for Tots campaign, the event is also sponsored by Krispy Kreme Doughnuts and Q95.9 Radio.

People are asked to help fill one of the homebuilder's Veranda model homes with new, unopened toys (\$20 minimum). Santa and representatives of the Marine Corps will be there, and Q95.9 will be broadcasting live.

This month, more than 200 people attended the Vino for Vets event at the Poinsettia Pavillion in Ventura, enjoying wine and beer tastings paired with delicious small bites from area vendors, along with great silent auction offerings. The event raised about \$15,000 for the Veterans Home of California-Ventura.



SERVICE?

Now we're getting personal.

**A mortgage lender with the magic touch?
More like the personal touch – See for yourself.**

★ “Alex and the Kinecta team are quick to respond to needs and trustworthy during a time in which you need someone looking out for you most. They are great!”

★ “I recently successfully closed an escrow with a 30 day time frame, which these days is not an easy task! Thanks to Todd Hull and his team at Kinecta for keeping myself and my buyers informed every step of the way - we were able to pull it off!”

Let's talk!



Julie Rojas, NMLS# 483738
Mgr. Mortgage Loan Sales
 tel: 323.855.9264
Julie.Rojas@kinecta.org
www.kinecta.org/jrojas

14848 08/16

CHILI COOK-OFF RECAP

A Hot Time Was Had at the Chili Cook-Off

REALTORS® and Associates had a great time while raising money for Food Share at the 10th annual Chili Cook-Off in October, organized by the Affiliates Committee.



The best chili award was won by Capital Mortgage Services. From left, Tressa Golden, Cutco representative John Israel, Jordan Eller, Vanessa Rice, and Gary Young celebrate.

The second-place award went to Farmers Insurance. From left, Israel, Miriam Estrada, Janet Adon, and Santiago Cortez.



The third-place winner was Ventura County Community Development Corp. From left, Gustavo Ramirez and Israel.

Best booth honors went to Zermeno Mills Realty. From left, VCCAR President Mark Chacon, Julie Zermeno, and Misty Mills.





BEST PRACTICES FOR CHOOSING REALTOR® CHAMPIONS

THE REALTOR® PARTY ACTIVELY PROMOTES THE ELECTION OF CANDIDATES WHO UNDERSTAND THE VITAL ROLE REAL ESTATE PLAYS IN OUR ECONOMY AND WHO UPHOLD AND ADVANCE PRIVATE PROPERTY RIGHTS.

JOIN US AT THIS INTERACTIVE AND DYNAMIC 3 HOUR SESSION TO LEARN HOW TO HELP YOUR ASSOCIATION IDENTIFY AND ELECT THE POLITICAL CANDIDATES BEST QUALIFIED TO UNDERSTAND AND SUPPORT ISSUES IMPORTANT TO REAL ESTATE

BY DOING SO, YOU'LL BE ABLE TO MAKE EDUCATED CANDIDATE ENDORSEMENTS LEADING TO BETTER RESOURCE ALLOCATION AND, ULTIMATELY, MORE SUCCESSFUL OUTCOMES ON THE NEXT ELECTION DAY.

THURSDAY, DECEMBER 15, 2016
TIME: 1:00 - 4:00 PM

-OR-

FRIDAY, DECEMBER 16, 2016
TIME: 9:00 - NOON

WHERE: VCCAR 2350 WANKEL WAY, OXNARD CA 93030
REFRESHMENTS WILL BE SERVED

FREE

Please RSVP by Friday, December 9, to
VCCAR Government Affairs Director Marta Golding Brown

(gad@vcrealtors.com)



As a gesture of appreciation to VCCAR members, the Zillow Group will pay the one-time setup fee of \$150 for the first 100 offices that sign up!

If your office would like to syndicate your listings to Zillow and its services, please have your Designated Broker contact Natasha Borromeo, Zillow Group Senior Listing Acquisitions Consultant, at natashab@zillow.com or (206) 757-4721 to begin the process.

For questions or additional information, please contact Melissa Westfall, Zillow Group MLS Coordinator, at ocbrokerfeeds@zillowgroup.com or (949) 398-1811.

Listing syndication to the Zillow Group is now available to Ventura County REALTORS®!



Publications, Inc.

Foley Publications, Inc. is proud to partner with the **Ventura County Coastal Association of REALTORS®.**

Together we will provide a professional, interactive monthly e-magazine for the Association's membership.

For advertising information, please contact Ned Foley at 303-758-7878 or visit our website at www.foleypub.com.



Be a Part of the 2017 VCCAR Team!
Get 100% value from your Association membership.
Check off the committee(s) in which you have an interest.

- ☐ **AFFILIATES** – This committee creates opportunities for REALTORS® and Affiliates to network. It also promotes goodwill for VCCAR by engaging in community service projects. Typical activities include Habitat for Humanity, Relay-for-Life and FoodShare, as well as sponsoring member social events to promote camaraderie. The committee welcomes both Realtor® members and Affiliates.
- ☐ **EDUCATION/EQUAL OPPORTUNITY & CULTURAL DIVERSITY**
Plans, arranges, and presents a wide variety of professional education seminars, forums and designation classes, most of which include continuing education credits and offers education to various groups and economic strata within VCCAR's market area regarding home ownership opportunities.
It also apprises members regarding the unique needs and preferences of those buyers and sellers.
- ☐ **GRIEVANCE** – Reviews consumer and member complaints relative to potential violations of NAR's Code of Ethics and MLS Rules. **(REALTORS® Only)**
- ☐ **INSTALLATION** – This is a single event committee that plans VCCAR's annual installation luncheon for incoming VCCAR officers and directors held in December.
- ☐ **LOCAL GOVERNMENT RELATIONS** – Studies local housing and real estate related issues and meets with various state, county and city officials, as well as community planning groups.
- ☐ **OMBUDSMAN** – Handles consumer complaints and works with members seeking resolution or redress regarding problems or issues arising between members. This committee often utilizes NAR's Code of Ethics for resolving disputes. **(REALTORS® Only)**
- ☐ **YOUNG PROFESSIONALS NETWORK (YPN)** – A fraternity within VCCAR that provides moral support and career guidance to member REALTORS® and Affiliates through social networking and the sharing of information. Also promotes and encourages younger members to become more involved.
- ☐ **WE CARE** – This committee contacts members, or members' families, affected by death or serious illness and offers moral support with cards, flowers and condolences from the Association.

Yes, I am interested in serving on the committee(s) I have selected.

Name _____ Office _____

Phone _____ Email _____

Fax back to VCCAR at: (805) 981-2107

Look What's Available in the VCCAR REALTOR® Store



REALTOR® Caps

Perfect for golf tournaments, special events, outdoor activities or just for fun to wear. Our Realtor logo cap is perfect to advertise yourself at any event or just to wear around the house. 100% Cotton Cap High style fabric ring buckle closure.

VCCAR member Price: \$9.95



REALTOR® Visors

Perfect for golf tournaments, special events, outdoor activities or just for fun to wear –Our Realtor logo visor is perfect to advertise yourself. 100% Cotton Visor High style fabric with Velcro closure on the back to adjust for comfort fit.

VCCAR member Price: \$9.95 plus tax each.



2013 Pro Series Boss Organizer

Planner includes the following: plastic zip pouch, plastic 10 slot card holder, Week at a Peek, Prospects: Buyer or Seller, Buyer/Seller/Sale Progress, Closed Sales, Phone Number pages. 8.5 X 11 and Tabbed Record Section

PRO SERIES 25 Tracks 25 transactions.
VCCAR member Price \$28.95

PRO SERIES 50 Tracks 50 transactions.
VCCAR member Price \$32.06



2013 BOSS Real Estate planner

These organizers have been very popular in the past and the cost is right. The BOSS Real Estate Planner with week at a peek, Buyer prospects, Seller prospects, Active listings, sale progress, closed sales and phone # pages.

Small 5.5x8.5 VCCAR member price: \$19.68



The Qualifier Plus. IIIX

Is the most versatile and easy-to-understand real estate calculator on the market. Provide fast and accurate payment solutions and qualify buyers on the spot! Perfect for all real estate finance professionals- including agents, brokers, bankers, mortgage originators, title officers and trainers.

VCCAR member Price: \$49.95



Metal Open House A-Frame

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

VCCAR member Price: \$30.00



REALTOR® Purse Holder

Keep bags and purses off dirty floors. Features The REALTOR® logo in blue under a protective Logo dome holds up to 15 lbs. Non-slip grip ensures strength and protects desk or table surfaces from scratching.

VCCAR member Price: \$5.95 plus tax.



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

