

Ventura County Coastal

Official Publication of the Ventura County Coastal Association of REALTORS®

September 2018

CYBERCRIME ARE YOU PROTECTED?

→ Page 10





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UPCOMING Meetings/Events

SEPTEMBER 20
Renew Your License
Training Room
9:00 AM

REFAT Meeting
Boardroom
10:00 AM

Leadership Development Committee
Boardroom
1:00 PM

SEPTEMBER 21
How to Use the Code of Ethics to Win More Listings
Training Room
1:00-4:00 PM

SEPTEMBER 24
Worklife Safety REALTOR® Self Defense
Courtyard by Marriott
1:00 PM

SEPTEMBER 24
How to Use the Code of Ethics to Win More Listings
Training Room
1:00-4:00 PM

SEPTEMBER 26 - 27
C.A.R. President's Leadership Symposium

SEPTEMBER 26 - 28
CMLS Conference

SEPTEMBER 27
New Member Orientation
Training Room
9:00 AM

SEPTEMBER 28
How to Use the Code of Ethics to Win More Listings
Training Room
1:00-4:00 PM

OCTOBER 1
MLS Rules & Regulations
Training Room
10:00 AM

OCTOBER 2
Code Of Ethics Class
Training Room
1:00 PM

OCTOBER 3
LCRC Committee Meeting
Boardroom
2:00 PM

OCTOBER 4
California Dreamin' Trade Fair
Courtyard By Marriott Oxnard Ventura
11:00 AM

Economic Forecast Presentation
Courtyard By Marriott Oxnard Ventura
12:30 PM

OCTOBER 5
Finance Committee Meeting
Boardroom
10:00 AM

OCTOBER 8
Affiliate Committee Meeting
Boardroom
10:00 AM

VCRDS Committee Meeting
Boardroom
1:00 PM

OCTOBER 9
MLS Committee Meeting
Boardroom
1:00 PM

OCTOBER 10 - 13
C.A.R. Fall Business Meetings
Long Beach

OCTOBER 10-11
C.A.R. ReImagine! Expo
Long Beach

OCTOBER 15
Professional Development Committee Meeting
Boardroom
1:00 PM

OCTOBER 16
Flexmls Training for Beginners
Training Room
9:00 AM

YPN Committee Meeting
Boardroom
10:00 AM

Flexmls Training Advanced
Training Room
11:00 AM

OCTOBER 18
Mortgage Loan Origination
Training Room
8:30 AM

Leadership Development Committee Meeting
Boardroom
1:00 PM

OCTOBER 23
Board of Directors Meeting
Boardroom
9:00 AM

OCTOBER 25
New Member Orientation
Training Room
9:00 AM



 **VENTURA COUNTY COASTAL**
ASSOCIATION OF REALTORS®
www.vcrealtors.com

Matt Capritto
2018 VCCAR President



Matt Capritto

Rent Control Would Make a Bad Housing Situation Even Worse

Of the propositions on the November ballot, two in particular are important for REALTORS® and others in the real estate industry. The first, Proposition 5, is the measure proposed by C.A.R. to eliminate the property tax “moving penalty” that encourage seniors to remain in their homes even when they want to move or downsize. You can get an update on this vital measure on [Page 18](#).

The second measure, Proposition 10, would allow local governments to impose rent control on all apartments and would allow rent control on single-family homes as well. If this measure passes, it would have a devastating impact on the state’s rental market, make the housing shortage that much more critical, and be a chilling infringement on private property rights.

In 1995, state legislation, known as the Costa-Hawkins Act after its two main authors, was enacted which prohibited rent control from being imposed in any apartment complex built after February of that year, and also banned rent control in single-family homes. And in cities that do enact rent control ordinances, landlords can raise rents to current market rates if a tenant moves out.

The reasons for passing the law are the same as those for voting no on Prop. 10 this year:

- Economists virtually universally agree that rent control discourages production of new rental units. In a state with a chronic undersupply of housing, that would be exactly the wrong approach.
- Rent control discourages investment and maintenance in existing rent-controlled complexes. There’s little incentive to spend money on maintaining and improving properties if there’s no ROI.
- Rent control also leads to an increase in condo conversions – which ironically can also lead to gentrification as rents rise as the rental housing shortage becomes more severe. And particularly important in coastal Ventura County, it’s likely that many property owners would take rental units off the market and convert them to vacation rentals.

In addition, allowing rent control on single-family homes would limit private property rights, subject owners of rental homes to regulations and price controls imposed by unelected boards, and according to an MIT study would reduce property values by more than 10 percent.

The California Apartment Association reminds us that in Berkeley before Costa-Hawkins passed, some 3,000 rental homes had been sold because property owners didn’t want to work under rent control. That scenario will likely repeat if Prop. 10 passes.

And as the Secretary of State’s official voter guide points out, those rent boards would need to be paid for – most likely through fees on the owners of rental housing.

As real estate professionals, we know housing prices and rents are high and climbing higher for one main reason: there’s not enough housing to meet the demand. Until that changes, and housing construction is allowed to catch up with the demand, proposals like rent control are Band-Aids that will help some lucky renters in the short run but cause even more problems and higher costs down the line.

A better approach is also on the ballot. Proposition 1 would authorize \$4 billion in general obligation bonds for affordable housing programs. This would not cure the problem – only widespread private-sector investment will do that – but it would actually create new affordable housing for people finding it harder to afford a place to live.

Property owners have invested in their homes and apartment complexes and deserve a fair return. To allow cities to dramatically expand rent control would remove that incentive and make a bad situation worse. I hope you will join me in voting no on Prop. 10 on November 6. 🗳️

“Allowing rent control on single-family homes would limit private property rights.”





Thomas Fire Assistance Recipient Shares Thanks

Thomas Fire victims who have been assisted by VCCAR's disaster relief effort greatly appreciate the help as they work to rebuild their lives. Here is one recent message thanking the Association for its help:

"I received my check today for \$1,550 from the VCCAR and couldn't be more appreciative about it. Knowing that people in the community care about those of us who lost everything in the (Thomas Fire) is such source of comfort and a blessing. I don't know how it would be possible to contact all of those in this thoughtful organization, but I'd like to let each and every one of you know that this generous gesture means a lot to me and I thank each of you from the bottom of my heart. If something good came of this fire it's that our community feels a lot tighter. I make a point of greeting everyone I pass in the street with a smile as we all need to contribute positively to make this a better world and all of you have especially done that.

With great appreciation,

Chris Teig

Trade Fair Coming October 4

Register today to attend the 2018 Trade Fair, which will feature more than 50 exhibitors and the opportunity to hear Dr. Mark Schniepp's Economic Forecast.

The event will be held on Thursday, October 4, from 11 a.m. to 3 p.m. at the Courtyard by Marriott Oxnard Ventura, 600 E.

Esplanade Drive in Oxnard. There is no charge to attend but you must [register online](#).

For more information, contact VCCAR Marketing and Communications Manager [Linda Faciana](#).

Other Upcoming Events

Mark your calendars for a series of upcoming VCCAR events:

Brokers, owners, and office managers are invited to attend the **BOOM'ER Meeting** on Monday, September 24, from 9-11 a.m. at the VCCAR offices. Attendees will hear an update from the VCCAR and CSMAR Consolidation Task Force and the latest information on C.A.R.'s Prop. 5 and Prop. 10 campaign efforts. The event includes a continental breakfast. There is no charge and you can [register here](#).

The big annual **Vino for Vets & Homes** fundraiser event will be held on Thursday, November 8, at the Commemorative Air Force South California Wing Aviation Museum at Camarillo

Airport. The event features an evening of wine, hors d'oeuvres, and more and is sponsored by YPN. Proceeds will go to the Veterans Home of California – Ventura and Habitat for Humanity of Ventura County.

Tickets are \$40 each through September 30 and \$50 per person after that. You can buy your [tickets online](#).

And finally, don't forget this year's **Installation Breakfast**, which will take place on Tuesday, December 4, at the Crowne Plaza Ventura. Tickets are \$45 for the event, which will recognize the 2018 officers and Board of Directors and welcome the 2019 officers and directors. You can [register online here](#). 🌴

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VCCU membership is open to anyone who lives, works or attends school in Ventura or Santa Barbara counties. All loans subject to credit approval and secured by lien on owner-occupied home. Certain restrictions apply. VCCU is an equal housing lender.



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Legal Update and Committee Rush Were Highlights of GMM

Over 200 REALTORS® and Affiliates flocked to Levity Live in Oxnard on September 13 to get the latest legal information, an update on two key ballot measures, the chance to learn more about VCCAR committees and – of course – to network, network, network.

Attorney Stella Ling once again gave attendees a fun and informative presentation combining her vast legal knowledge with a sharp sense of wit. She covered topics that included loan contingencies, liquidated damages, home repairs, final walk-throughs, and representative capacity.

Ling said many REALTORS® agree that the No. 1 stumbling block to a smooth transaction is a loan contingency. Buyers think that they can cancel under a loan contingency, but she emphasized ways to avoid this and complete the successful transaction. She covered case studies for all areas and provided great insight on avoiding the problem transaction.

The meeting also included a presentation from C.A.R. Government Affairs Field Representative Julie Tran, who discussed Propositions 5 and 10 on the November ballot. (For more information, see the President's Perspective on Page 3 and the Government Affairs column on [Page 18](#).)

Following the presentation, attendees walked next door to Copper Blues and were treated to a networking hour including food, drinks, raffles, and the annual Committee Rush. They spent time visiting various committee tables to learn about opportunities to join the Affiliate, Finance, Governing Documents, Grievance, Leadership Development, Local Government Relations, MLS, Professional Development, Professional Standards, and Young Professionals Network committees.

To learn more about committee opportunities and to join visit <http://www.vcrealtors.com/membership/volunteer-committees>

Thanks to our generous sponsors, Berkshire Hathaway HomeServices California Properties and Synergy One Lending. 🌴



Some of the 200-plus attendees.



Julie Tran discusses Props. 5.



Networking at Copper Blues.



President Elect Jorge DeLeón pulls out a winning raffle ticket.



The Affiliates Committee were among those participating in Committee Rush.



Rules And Regulations

Does your listing violate
MLS RULES & REGULATIONS?

MLS *RULES & REGULATIONS* TRAINING

Date: MON, OCT 1
Time: 10:00 AM - 12:00 PM
Location: VCCAR Training Room



Topics Covered
Common Rules Violations
CARETS Data Integrity Standards & Guidelines
Enforcement Scheduling
How to Avoid Accruing Fines

Key Regulations + Avoid Fines

Have you ever wondered whether your listing violated MLS Rules and Regulations or the Data Integrity Standards & Guidelines?

Or what happens if you fail to respond to a violation warning email?

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Local Procedures Hamper Housing Development, Legislator Says

Orange County Register\$ | September 8

California cities and counties need to give up some control of the housing approval process if the state is going to solve its housing shortage, state Sen. Scott Wiener said at a Realtor housing conference in Los Angeles.

The McKinsey Global Institute estimates California has a shortfall of at least 2 million homes, leading to less affordable housing and increased homelessness, the San Francisco Democrat said Thursday at a California Association of Realtors housing summit in Century City.

[Read more](#)

UC Berkeley Professor Blames Rent Control for California's Housing Shortage

SF Curbed | September 5

Kenneth Rosen, a UC Berkeley economist and real estate consultant, published a paper Wednesday titled The Case For Preserving Costa Hawkins, in hopes of swaying voters against Proposition 10.

Proposition 10, which will go before voters in November, would repeal the 1995 Costa-Hawkins Act, a state law that severely curtails rent control in California cities. For example, under Costa-Hawkins, only San Francisco apartments built before 1979 may be subject to rent control.

Rosen, however, argues that turning the clock back to 1994 will stifle new housing and drain apartment stock.

[Read more](#)

Cost of Homeownership Increases 3 Times Price of Renting

RIS Media | September 5

With affordability draining quickly, the gap is growing between the amount of buyers with a desire to purchase, and the amount of buyers who actually can.

According to an analysis newly released by Realtor.com, the cost of homeownership has increased more than three times the price of renting today—and, areas in growing numbers are unaffordable. From July 2017 to July of this year, the expense of homeownership (including insurance and taxes) mounted by 14 percent, to \$1,647 (median, monthly); to compare, the cost of renting rose 4 percent, to \$1,267. Approximately 40 percent of Americans are in a county that earns enough to purchase today.

[Read more](#)

Opendoor Goes Nationwide

Housing Wire | August 31

Opendoor first began buying and selling houses in Phoenix and Dallas-Fort Worth in 2014, and is now operating in 10 markets, including Atlanta, Charlotte, Dallas-Fort Worth, Las Vegas, Nashville, Orlando, Phoenix, Raleigh-Durham, Tampa, and San Antonio.

Now, the company is ready to put its money where its mouth is, as the company told HousingWire that it plans to expand into California, the Pacific Northwest, and several other areas over the next few months.

[Read more](#)

County Home Sales, Median Prices, Slightly Drop From June to July

Ventura County Star\$ | August 30

Home sales and median housing prices slightly declined throughout Ventura County and the rest of Southern California last month, although the region is still becoming more expensive in the long term.

In Ventura County, 947 homes were sold at a median sale price of \$595,000 last month, according to a Thursday report from CoreLogic, an Irvine-based firm that tracks the housing industry. CoreLogic's monthly reports detail the median housing prices and number of homes sold throughout Southern California.

[Read more](#)

Shadowing Fellow Agents to Hone Your Skills

RIS Media | August 30

You can be the most proactive agent in the world when it comes to studying up on continuing education, attending real estate seminars or putting in a strong effort during your daily work routine; however, nothing beats experiencing how the job is done from the shoes of a top agent.

While coaching and training sessions can be helpful, shadowing a fellow agent who has the years of experience and sales transactions to back up their success will help you truly elevate your business. What can you do to make the most of a shadowing opportunity?

[Read more](#)

Agent Arrested for Leaving Kids in Locked Car to Show Home

Inman News | August 29

After finding two girls under the age of 5 locked inside a car in 84-degree heat, Connecticut police arrested their real estate agent father for allegedly leaving them to do a home showing, according to local news reports.

Karl Luberda, a real estate agent with Tea Leaf Realty in West Hartford, was arrested on Aug. 22 and charged with two counts of risking injury to a child, as well as two counts of leaving a child under 12 without supervision, NBC Connecticut reported. He was booked on a \$5,000 bond, according to the Southington Police Department's Facebook page.

[Read more](#)

Sellers Still Rule – For 2 Years, Says Zillow

Inman News | August 27

The industry may not see a buyer's market until at least 2020, according to a majority of real estate economists surveyed by Zillow and Pulsenomics LLC.

In the real estate technology company's latest "2018 Q3 Zillow Home Price Expectations Survey," more than 75 percent of approximately 100 economists surveyed predicted the market won't favor buyers until 2020 at the earliest.

"For the past several years, home sellers held all the cards at the negotiating table, fielding multiple offers while buyers faced stiff competition and a fast-moving market," said Aaron Terrazas, Zillow's senior economist. "Conditions are starting to show signs of easing up, but the effects of years of limited construction still linger."

[Read more](#)



RIS Media | July 26

In previous years, yard signs or a listing on Facebook or Craigslist would be the main advertising options for FSBOs. Now homeowners are able to list through an MLS for a small fee, so it's important for agents to change their approach for targeting and working with these sellers. Here are three new ways to convert FSBOs into your clients.

Housing in 2020: Construction Costs Grow, Mortgage Rates Slow

RIS Media | August 26

While rates have increased in the last six months, impacting affordability, the rise is not significant according to historical trends, says Mark Boud, chief economist and senior vice president at Metrostudy, a provider of primary and secondary market information to the housing and residential construction industries. In the long term, Boud predicts mortgage interest rates will top out at 5.8 percent in 2020 and 2021, eventually being pulled down by slower economic growth—and because of tighter lending practices, the market environment will not become as dire as the last housing bubble.

Vegas Luxury Real Estate Market Attracting Californians

KTNV News | August 24

Luxury real estate agents in Las Vegas say nearly a majority of their clients are people from California moving here drawn to no state income tax and less congestion.

It's exactly the market they're going for at a showing for a \$10.5 million 7-acre mansion on O'Bannon near Sahara and Cimarron.

Developer's Report Says it May Prevent Flooding

Camarillo Acorn | August 24

Last year, the Camarillo City Council voted to let Santa Monica-based developer New Urban West study the potential impact of building up to 300 homes for seniors on the Camarillo Springs Golf Course.

While the housing project had supporters who said they wanted to allow homes to be built in exchange for saving at least a portion of the golf course, some opponents said a scientific study would prove there are too many environmental hurdles for the housing development to overcome.

Is Housing Market Normalizing? 1 Sign Tide's Turning

RIS Media | August 21

Now, there's an early indicator that the market may shift. At the start of summer, 14.2 percent of listings nationwide had their prices reduced, according to a new report by Zillow. At the beginning of the year, 13 percent had cuts, and at the close of 2016, 11.7 percent were lowered. The increase between January and June is the largest on record in the report, and doubled the jump in the same six months in 2017.

Priced Out of the Market? Cities Where the Middle Class Can No Longer Afford a Home

24/7 Wall Street | August 15

Ventura County is the third least-affordable metro area in the country for housing, according to data from a Harvard Joint Center for Housing Studies report.

What's a School District Worth? An Economic Perspective


Xpera Group Blog | August 13

Several years ago, we did an analysis to predict which zip codes would have the fastest return to pre-recession levels for single-family homes. That analysis looked at all 90 zip codes in San Diego County. The results indicated that the higher the SATs for the high schools serving the zip code, the faster the recovery.

Camarillo's Housing Boom

Camarillo Acorn | August 10

On a parcel of land off Ponderosa Drive, just north of the 101 Freeway, a parade of work trucks rumble by, kicking up dust as they make their way along a patchwork of roadway—part dirt, part stone, part paved.

The farmland between Las Posas Road and Central Avenue sits at the epicenter of a construction boom the likes of which the city hasn't seen for over a decade. It's home to four of the city's seven housing developments now underway. 

Ventura County Coastal Association of REALTORS®

Cybercrime: A Growing Threat

Real Estate Professionals Offer Ways to Prevent Theft and Fraud

By John Frith

VCCAR Editor and PR Consultant

Earlier this summer, an agent with Berkshire Hathaway HomeServices California Properties' Ventura office was processing a sale and was to the point where the buyer needed to wire \$600,000 to the escrow company.

But there was a problem, said office Branch Manager Lyle Elliott: Cyberthieves who understand the real estate transaction process had hacked into the agent's email account and were silently monitoring the sale's progress. When it was time to send the wire instructions, the thief struck, directing the buyer to send the proceeds to a different account.

"They got caught because the agent noticed that in replies to her emails that her name was misspelled. Otherwise, that \$600,000 would have gone to another account," said Elliott, who is also VCCAR's immediate past president.

Tragically, cybercrimes like these happen all too often.

"Every broker or REALTOR® I've talked to said they know someone who's been through a wire-fraud-at-closing story," said Liz Sturrock, NAR's vice president of information technology. "In the past three to five years, REALTORS® have been getting better at preventing it and brokers are more savvy. But there are lots of people involved in the sales process."

National Real Estate Investor recently reported that the FBI believes that business email compromises like this have led to more than \$3 billion in losses – and that real estate transactions are particularly targeted.

And cybersecurity experts warn that everyone needs to take precautions because criminals are everywhere and very sophisticated. One seasoned area IT security and infrastructure consultant, who wanted to be identified just by his initials M.V., said it's been difficult to persuade people to be vigilant about online security.

"Ten or 15 years ago, a lot of people didn't listen to us about information security," he said. "It was hard to convince them until it was too late. But now it's obvious to everyone that this is a priority item. If you choose to ignore dealing with it, it's not a question of if it will happen, it's a question of when it will happen."

“It only works if everyone – agents, buyers and sellers, title companies, and escrow companies – are involved.”

Steps to take

Fortunately, there are steps real estate professionals can take to sharply reduce the risk to themselves and their clients – and other steps everyone should take to protect their information (see sidebar).

Doing so is essential, Sturrock said, because scams such as the one against Berkshire Hathaway are very common nationwide.

"A hacker will get into the email system of anyone involved in the process and will watch the transaction unfold. They will wait until the day of or the day before the wire information will need to be sent, and then send an email looking like one the consumer is expecting to tell them to send this amount to this address," she said.

Because sophisticated hackers can break into email accounts relatively easily, experts agree the best thing is not to use standard email in transactions. M.V. noted that 30 years ago, individual hackers would enter passwords one at a time while attempting to gain access to an account. Today, computer systems blast passwords like a firehose in a matter of milliseconds.





CYBERCRIME

Instead of using unsecure email, professionals are urged to utilize online portals that require two-factor authentication before encrypted information can be accessed. Commonly used systems today require the user to have a user ID and password and then have a code sent to their cell phone which they then have to enter into the system to gain access.

Sturrock acknowledges that doing so makes the process a bit more cumbersome for everyone involved – especially clients – but it’s in their best interests to do so.

“It’s the largest transaction in your life. It’s worth an extra step to protect yourself,” she said.

Elliott agrees.

“More and more escrow companies have moved to doing so,” he said. “It’s not as convenient, but putting everything in that vault is much safer. I think it’s a smart and healthy trend. But it only works if everyone – agents, buyers and sellers, title companies, and escrow companies – are involved.”

No-cost REALTOR® portal

While many REALTORS® don’t realize it, they have access at no cost to such a system through their membership in VCCAR, NAR, and C.A.R., said Joshua D.J. Sharfman, C.A.R.’s chief technology and innovation officer. zipLogix, C.A.R.’s wholly owned subsidiary, debuted its Transaction Management System (TMS) about five years ago, which Sharfman said greatly enhances security.

“The platform allows members to exchange and share documents and messages without using insecure email,” Sharfman said. “Members send encrypted messages that only can be read when the customer is logged in. If used correctly, it’s an antidote to wire fraud and ensures secure collaboration.”

Sharfman said many if not most REALTORS® use the zipForm platform, but many are not aware of newer features such as the TMS. More information about the zipForm products is available on the [C.A.R. website](#).

As Elliott noted, leading escrow companies also are using encrypted messaging and working hard on cybersecurity issues. Ronda Holden, an escrow officer with Fidelity National Title Insurance’s Oxnard office, said the company is so focused on security that customers on hold now hear cybersecurity information instead of music.

“We have our own portal system and we always tell customers we’ll be sending them information via a secure portal,” Holden said. “We also call our customers to go over the instructions to make sure they received the information.”

Consumers are often told not to give information to people who call them claiming there’s a problem with credit cards or other financial information and instead to call the toll-free number on the back of the card. But Holden said Fidelity always calls their customers instead.

COVER STORY

“If the customer calls me, what if it’s not really them? If the customer calls the number on a sheet of paper and it’s not us, then I’m out of the loop. I call them, tell them I’m your escrow officer, confirm the wire instructions and make sure the instructions they have are the same as ours,” she said.

Call provider – and the FBI

Holden also emphasized that if a customer suspects they’ve been victimized, they need to notify the provider quickly.

“If the escrow or title company is told within 24 hours that fraud has occurred, we have a good shot of getting the customer’s money back. After that the chances are low because the money has probably moved offshore. The customer has lost the home and lost their money. It’s horrible.”

Jim Keith, the risk management director for Berkshire Hathaway HomeServices California Realty – and an incoming VCCAR board member – went a step further. He said victims need to notify the FBI immediately, citing a recent example in which a buyer was victimized by fraudulent wiring instructions.

“The buyer called the bank and they said they’ll take care of it. When my agent told me about it, I said, no – tell the client to call the FBI immediately. They were able to recover the money, but it took five months to get it back,” Keith said.

Keith also said encrypting instructions is essential.

“Most instructions today are encrypted. It’s what it is because it’s what the world has become,” he said.

Frith can be reached at john@twsccommunications.com or at (916) 765-6533.

PASSWORD

Internet Security Tips

M.V., a Southern California Internet security and infrastructure consultant, offers the following tips for companies and individuals to prevent intruders from accessing their systems and stealing important information.

- If you can’t afford to hire an IT person, regularly utilize the services of an IT consultant to see if your system is vulnerable. “It’s 10 times cheaper to do it proactively than wait until after you’ve been compromised.”
- Make sure you have up-to-date software installed. While it’s harder to avoid installing software updates and patches today than in the past, many people fail to do so and leave security holes that can be exploited.
- Back up your data both onsite and offsite to protect against intrusion, fire, and flood – but use cloud services for sensitive information as little as possible. “You have no idea who has access to your data.”

In addition, NAR has developed a downloadable [Cybersecurity Checklist](#) for real estate professionals. Among those recommendations:

- Never click on an unknown attachment or link as doing so can download malware onto your device.
- Use encrypted email, a transaction management platform, or a document-sharing program to share sensitive information.
- Carefully guard login and access credentials.
- Use long, complicated passwords such as phrases or a combination of letters, numbers, and symbols.
- Do not use the same password for multiple accounts.
- Consider using a password manager.
- Avoid doing business over unsecured wi-fi.

For more information, visit NAR’s [Data Privacy & Security website](#).

Your invitation to join us for the next BOOM'er Meeting at VCCAR!



BOOM'ER Meeting

Brokers | Owners | Office Managers

Date: Monday, September 24

Time: 9:00 AM - 11:00 AM

Location: VCCAR Training Room

- Update from the VCCAR and CSMAR Consolidation Task Force!
- Information on C.A.R.'s Prop 5 and Prop 10 campaign efforts!
- Continental Breakfast!
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Stewart Title Takes Top Honors in 12th Annual Chili Cook-Off

Nearly 250 people tasted some darn good chili and had a great time at VCCAR's 12th annual Chili Cook-Off, held this year on August 23 in the Aliso Escrow parking lot. The judges tasted 13 different types of chili and the top spot was awarded to Stewart Title, which featured escrow officer Danielle Franklin's grandfather's secret recipe.

Other winners included Comfort Real Estate, featuring Sher Heard's recipe, which took second place, while third place and People's Choice honors went to Joe Kapp Real Estate.

Franklin said she adjusts the secret recipe for competitions. In this case, she eased off on the spices.

"I didn't want to overspice it. It was maybe three-alarm chili," she said. Another secret to the team's success was teammate Dee Day's tiny cornbread muffins, which added a touch of sweetness. And while she didn't want to divulge what makes her chili so good, when pressed she did reveal one key part of the concoction: "The biggest secret is not draining the fat," she said with a laugh.

Franklin is proudly displaying the first-place trophy in her office and is planning on hanging the first-place wooden spoon she also received on the wall soon.

Chili contestants were also encouraged to decorate their booths and they did not disappoint. Some of the creative decorations included Cops by Comfort Real Estate, which tied into the Jail Birds of Synergy One Lending. Other ideas included Vegas Gambling by Salena Bracamontes of State Farm Insurance and Mardi Gras by Century 21 Troop Real Estate.

The best booth award was earned by Zermينو Mills Realty, who built a fun booth resembling a cart from a carnival and served hot dogs and nachos to attendees.

Contestants this year were Berkshire Hathaway HomeServices California Properties, Century 21 Troop Real Estate, Comfort Real Estate, Comstock & Calhoun Real Estate Services, Guild Mortgage, Habitat for Humanity of Ventura County, Helen Yunker Real Estate, Joe Kapp Real Estate, Realty ONE, Salena Bracamontes of State Farm Insurance, Stewart Title, Synergy One Lending, and Wells Fargo Home Mortgage.

The event was once again organized by the Affiliate Committee, headed up by Vanessa Rice and Tressa Golden.

And a special thank you goes out to our sponsors, Synergy One Lending, Joe Kapp Real Estate, Zermينو Mills Realty, and Movement Mortgage.

A portion of the proceeds raised from this event will benefit the Veterans Home of California – Ventura and Habitat for Humanity of Ventura County. 🌱



Some of the delectable chili after a judge made the call.



First-place winners Danielle Franklin, Cindy Castro, and Dee Day with Stewart Title.



The judges: From bottom left, Helene Keddington, Krishta King, Tressa Golden, Jorge DeLeón, Lyle Elliott, and Dan O'Brien.



VCCAR staffers Erika Serrano and Alma Dominguez check people in.



The Comfort Real Estate Team: Tee Khamheng, Sher Heard, Jennifer Greeley, Dave Ensminger, Gina Jaramillo, Cheryle Estes, and Sterling Granger.



The Zermeno Mills team and friends: Tressa Golden, Julie Zermeno, Misty Mills, Vanessa Rice, and Joey Siddens.



The Joe Kapp People's Choice winners and friends: Erica Holmes, Tressa Golden, Joey Siddens, Bridget Goncalves, and Vanessa Rice.



The 1st place trophy... and something for attendees who had too much chili.

YPN Participates in Habitat for Humanity Project

A group of YPN members spent most of a day giving back to the community recently by helping with a Habitat for Humanity of Ventura County project in Oxnard.

The group spent six hours on August 24 preparing the homes for flooring and laying gravel at the development, located at 125 North Hayes Avenue, as part of Habitat's Young Professionals Build Day.

The volunteers included YPN Chair Tom Buenger, Vice Chair Erica Binns-Restivo, Jose Valenzuela, Tim Comstock, Gloria Valencia, Veronica Lake, and Shannon Miranda.

"You show up to the build site knowing that you are going to work a full six-hour day of skilled labor," Binns-Restivo said. "When you leave the job site, you will be overcome with a sense of pride and excitement for these new homeowners who will finally be enjoying these homes that you personally put your sweat equity into."

"Whether you are a skilled craftsman or have never picked up a tool before, the crew leaders will find something for you to do or they will teach you how to use the tools so you walk away feeling accomplished."

Ventura County Credit Union representative Amber Hahn, who is also part of the Habitat for Humanity young professionals' network, brought breakfast. PizzaMan Dan's provided lunch.



Members of the YPN team at the Habitat build.



An overview of the new homes.



YPN Vice Chair Erica Binns-Restivo, left, and Chair Tom Buenger, right, share a light moment with another volunteer.



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Prop. 5 Update, County Wildlife Corridor Proposal Among Top Issues

One of the most important measures on the November ballot is Proposition 5, which would allow seniors and others to downsize and buy another home without losing their Proposition 13 property tax assessment. The following is a C.A.R. report on what Prop. 5 would do. Information about other state and local issues follows.

Why C.A.R. is promoting Proposition 5

California has an outdated and inconsistent property tax policy that penalizes senior citizens, the severely disabled, and victims of natural disasters like wildfires and earthquakes. The solution is the Property Tax Fairness Initiative.

Our members report that there are many baby boomers who would like to move from their large single-family home now that their children are grown and gone. That home no longer meets their needs, and there is interest in downsizing, or moving closer to children or grandchildren.

But many who want to move feel locked in place since they know they would face a sizeable increase in their property tax assessment with a new home, perhaps double or triple their current tax bill. In effect, they are kept from moving to a more suitable dwelling because of a substantial moving tax penalty.

That's why we have sponsored the Property Tax Fairness Initiative. When passed by a majority of voters, it will eliminate what is a massive moving tax penalty for seniors, 55 and older, who wish to move to safer, more practical homes or homes closer to their family members. The benefits also apply to people who are disabled or who have lost their home due to a natural disaster.

Here's how it works. The initiative would allow eligible people the opportunity to transfer their current property tax base to the purchase of another home in any of California's 58 counties. Their new property tax would be based on their original home's assessment, plus an adjustment representing the difference in value between the sale price of the original home and the sale price of the new home.

For example, let's say a person sold their original home, assessed at \$100,000, for \$300,000. They then buy a new home for \$400,000. Their new property taxes would amount to \$2,000. That represents the sum of the original tax assessment and the difference between the two sales prices.

This assures that the senior citizen will still pay his or her fair share of property taxes, but would be protected from an enormous spike in their tax bill.

These benefits would apply to seniors, the severely disabled, and to those who have lost their home to a disaster, such as the Thomas Fire. It would allow victims who live in areas like these, that have been officially declared a disaster area, and whose homes have been lost, to move anywhere in the state without paying the moving tax penalty.

The Property Tax Fairness Initiative brings fairness, consistency, and certainty to our property tax system across all of California's 58 counties. In the past, with Propositions 60 and 90, voters have approved measures to provide limited property tax protection. But these laws only allow seniors and the severely disabled to move once with these protections, either in their own county or in one of 11 counties that specifically allow it and to a home of equal or lesser value. This is arbitrary, unrealistic and unworkable.

Too many would-be home buyers feel they will never be able to buy a home. This measure is not only about tax fairness to seniors, but it will create important opportunities for home ownership by increasing the stock of single family homes in established neighborhoods going on the market. This increases the ability of young families to buy homes, thus strengthening neighborhoods and area schools which might be facing declining enrollment.

Independent economic research has shown that this measure will increase property sales. These new purchases will result in higher tax assessments and higher revenues to local government. The person buying that property is likely to pay higher property taxes compared to the previous owner, meaning higher revenue to local governments and school districts.

This measure would also generate substantial economic activity. Every property sold results in real estate transaction costs such as transfer fees, escrow costs, closing costs, and additional household spending like building renovations, new furnishings, new carpeting and flooring, and costs associated with moving.

It is time for California's property tax system to reflect housing price trends that have changed dramatically since the passage of Proposition 13 some 40 years ago. Our seniors, the severely disabled, and natural disaster victims deserve the opportunity to move to a more suitable dwelling without facing the fear of an unreasonable spike in their property taxes.

“These benefits would apply to seniors, the severely disabled, and to those who have lost their home to a disaster, such as the Thomas Fire.”

This measure not only restores fairness to the process, we believe it will serve to reduce California's severe shortage of housing and make more homes available for purchase by young families.

Wildlife Corridor Hearing Postponed Until October 25

The County Planning Commission is now scheduled to hold a hearing on October 25 to consider an ordinance to establish Habitat Connectivity and Wildlife Corridors along with three "critical wildlife passage areas." The draft ordinance will be available at least one week before the hearing on the [Resource Management Agency's website](#).

The county is considering adopting the corridors to allow plants and animals to migrate from one part of the county to another. The website above also contains information on how to determine if a particular parcel is within one of the corridors.

The proposal would impose restrictions on such things as fencing, structures, outdoor lighting, and vegetation removal within the corridors. In some areas, it could compel property owners to give up half their land to allow for wildlife passage, according to an analysis by Colab which can be [found here](#).

The hearing is tentatively set for 8:30 a.m. in the Board Hearing Room at the County Government Center, 800 S. Victoria Avenue in Ventura. Please contact me if you want to be included in this issue discussion or presentation.

Governor Signs 2 C.A.R. Bills; 2 Others Pending

As of our deadline, Governor Jerry Brown has signed two of four measures sponsored by C.A.R. that were passed by lawmakers at the end of the legislative session, while two others remain on his desk for signature or veto.


Chaptered into law were:

AB 2884, by Assembly Member Jacqui Irwin, D-Thousand Oaks. The bill makes several revisions to real estate law to clarify terminology and reflect current business practices.

AB 3041 (Cunningham), which seeks to prohibit private transfer fees that do not provide a "direct benefit" to the encumbered property as required by FHA and FHFA for mortgages backed by Fannie Mae and Freddie Mac.

Awaiting action are the following measures:

AB 1289 (Arambula), which would also clean up existing real estate law.

AB 2458 (Weber), which would create a simple process for seniors and severely disabled homeowners to find information on how to apply for available parcel tax exemptions. Many of these homeowners are currently unable to find information on how to apply for an exemption. 

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NEW MEMBERS



11 New REALTORS® Join VCCAR in August

Eleven new REALTORS® completed their new member orientation in August and received their pins from Jorge De León, the 2018 President-Elect of the Ventura County Coastal Association of REALTORS®.

Back row, left to right, VCCAR Director Ashley Anderson; Aleksis Anthony, Keller Williams West Ventura County; Verne Mason, Intercontinental Realty; Elena Coronado, Keller Williams; Susan Hadley, Century 21 Troop Real Estate; James Stock, Joe Kapp Real Estate; and Nicholas Lilly, Keller Williams.

Front row, left to right: Nicki Turner, Realty ONE Group Summit; Laurie Slavich, Coldwell Banker Residential; William Gordon, Watson Realty ERA; Brock Barlow, Barlow Realty; Caitlin Maxwell, Trusted Real Estate Enterprises; and DeLeón. 🌴

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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.

New Listings, Sales Climb Sharply Around County From July Totals

The Ventura County real estate market came to life in August as both new listings and closed sales increased by double digits compared to July – although both figures remain below August 2017's levels, according to data compiled by the Ventura County Regional Data Share MLS and Realtors Property Resource.

There were 871 new listings in August, up 13.7 percent from July and down 1.2 percent from August 2017.

Both pending sales and closed sales also were higher than the previous month. There were 629 closed sales, which was 13.1 percent above July's levels but down 7 percent from the same month a year ago. Pending sales totaled 327, up 14.3 percent from July and down 17.8 percent from August 2017.

Because new listings and sales both climbed last month, the number of active listings at the end of the month was basically

unchanged at 1,924, down 11.4 percent compared to August 2017. A total of 3.5 months of inventory was on the market at the end of the month, up 12.3 percent from July and up 1.1 percent from the prior year.

The median listing price continued to move upward as well, reaching \$675,000 countywide. That's a 2.9 percent increase from July and up 7.5 percent from a year ago. On a square-footage basis, the median listing price was \$363, up 1.4 percent from July and up 6.1 percent from August 2017.

The median sales price also rose to \$600,000, which was 1.4 percent above July's figure and 3.4 percent higher than August 2017. The median sale price per square foot was \$358, basically unchanged from July and up 6.2 percent from the prior year. 🌴

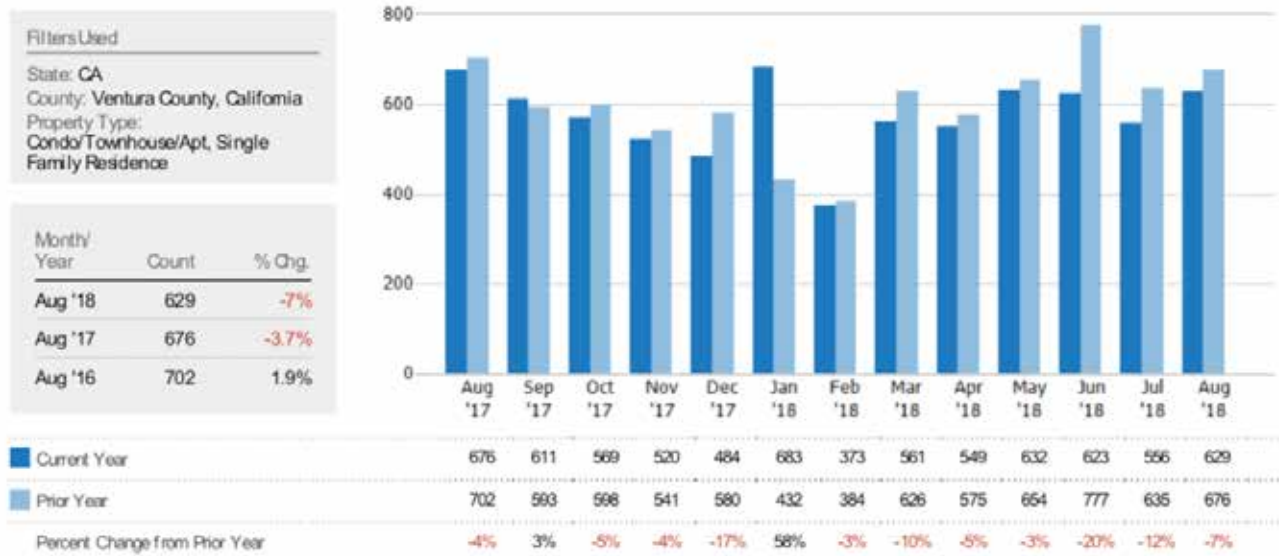


Market Data Report

VCCAR Report

Closed Sales

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



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Code of Ethics CONT 17-18 (BIENNASE)

Instructor: Jim Keith

FRI SEP 21 @ 1:00pm - 4:00pm

Code of Ethics CONT 17-18 (BIENNAST)

Instructor: Leigh Brown (Live Replay)

MON SEP 24 @ 1:00pm - 4:00pm

Code of Ethics CONT 17-18 (BIENNASE)

Instructor: Leigh Brown (Live Replay)

FRI SEP 28 @ 1:00pm - 4:00pm

Instructor: Leigh Brown (Live Replay)

TUE OCT 02 @ 1:00pm - 4:00pm

Code of Ethics CONT 17-18 (BIENNAOC)

Instructor: Jim Keith

WED OCT 17 @ 1:00pm - 4:00pm

Code of Ethics CONT 17-18 (BIENNOCT)

Instructor: Jim Keith

MON OCT 29 @ 9:00am - 12:00pm

Code of Ethics CONT 17-18 (BIENNOCTO)

Instructor: Jim Keith

WED NOV 14 @ 1:00pm - 4:00pm

Code of Ethics CONT 17-18 (BIENNINO)

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Code of Ethics CONT 17-18 (BIENNNOV)

Instructor: Jim Keith

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TUE DEC 11 @ 9:00am - 12:00pm

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Compliance Dates To Remember

- Deadline to complete a course is December 31, 2018.
- As of January 1, 2019 members not in compliance will be suspended.
- As of March 1, 2019 members still not in compliance will be terminated.

**For more information* visit
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*Check the "Are You In Compliance" list - if your name appears on this list you are in compliance for the current cycle.

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New Strategic Plan Will Shape VCCAR's Efforts on Your Behalf

If done right, strategic planning is an invaluable tool for helping organizations focus on what is important and to make sure that all of its activities are tied to the goals and objectives identified in the strategic plan.

I'm pleased to say that the three-year VCCAR Strategic Plan, approved last month by the Board of Directors, is designed to do just that. The plan, which will guide our efforts from 2019 through 2021, is a well-thought out, high-level, integrated framework that focuses on six key areas that are important to the Association and our members:

1. **Governance:** We Are Leaders. Goal: VCCAR is a business organization that fosters an innovative culture and offers inclusive leadership while promoting the REALTOR® brand.
2. **Community Relations:** We Are United. Goal: The public views VCCAR as essential partners in enhancing the quality of life in our communities.
3. **Advocate:** We Are One Voice. Goal: VCCAR is the recognized and trusted authority advocating for the communities we serve by proactively promoting property ownership and protecting private property rights.
4. **Communications:** We Are Engaged. Goal: VCCAR delivers timely, accurate, and relevant information to our members and the communities served.
5. **Career Development:** We Raise the Bar. Goal: Providing transformational training and professional development opportunities through trending and cutting-edge programs that position members to increase their competency, professionalism, and business.
6. **MLS:** We Are Focused. Goal: Position VCMLS to meet all of the needs of the participants and subscribers.

Under each of the goals is a list of objectives that spell out how the Association will achieve the goals. And this year, committee chairs, vice chairs, and staff liaisons created committee business plans for 2019 that are tied to the Strategic Plan. In short, if something doesn't support the Strategic Plan, we won't do it.

I'm especially pleased that we have made the MLS one of our six areas of interest. We need to take a close look at how the MLS operates and ensure it meets the needs of our members. Are we offering the right tools and software to our members to help them do their jobs as efficiently as possible? And does it really keep the end result – helping members in the sales process – in mind?

What often happens, of course, is that an organization will spend a great deal of time crafting a strategic plan only to then put it on the shelf and forget about it. Your Board doesn't want that to happen and staff reports quarterly at Board meetings on where we're at with each objective: Are we on track, have we met the goal, or are we not going to meet the goal?

We began the planning process in May, a bit later than we'd hoped because of rescheduling issues caused by the Thomas Fire. We also opened up this year's planning effort to a larger cross-section of the organization. The plan was crafted by a group made up of the Board members, four VCCAR staff, the chairs and vice chairs of the committees, and four or five industry guests invited to participate by President Matt Capritto.

The 2018 Strategic Plan by necessity focused a lot more on lower-level details as we revamped the process to evolve VCCAR into a more business-focused organization that meets the needs of members in the 21st century. This year's plan is much more in line with the way the process should be done, and we're already looking forward to doing a full five-year strategic plan in a couple of years that will set the framework for 2022-2027.

Strategic planning takes a lot of time and hard work. But if done right, it makes an organization more focused and more efficient and provides real value to its members. That's always our top priority here at VCCAR. 🌱



Wyndi Austin

“In short, if something doesn't support the Strategic Plan, we won't do it.”



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