

# Ventura County Coastal

September 2016

## TRADE FAIR 2016

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## UPCOMING Meetings/Events

<b>SEPTEMBER 20</b> Board of Directors Meeting Board Room 9:00 AM	<b>OCTOBER 13</b> Real Talk Toastmasters Training Room Noon
<b>SEPTEMBER 27</b> New Member Orientation Training Room 9:00 AM	<b>OCTOBER 13</b> BOOMER/General Membership
<b>SEPTEMBER 28-OCTOBER 1</b> C.A.R. Fall Business Meetings Long Beach	<b>OCTOBER 14</b> Military Relocation Professional Class Training Room 9:00 AM
<b>SEPTEMBER 28</b> Affiliates Committee Board Room 9:45 AM	<b>OCTOBER 14</b> Education & Equal Opportunity Committee 10:00 AM
<b>SEPTEMBER 29</b> MLS Basic Training Room 9:00 a.m.	<b>OCTOBER 18</b> Board of Directors Meeting Board Room 9:00 AM
<b>OCTOBER 4</b> MLS Advanced Clas Training Room 2:00 PM	<b>OCTOBER 20</b> REFAT Board Room 10:00 AM
<b>OCTOBER 4</b> CARETS Board of Directors Glendale AOR 10:30 AM	<b>OCTOBER 20</b> Mortgager Loan Orientation CE Training Room 8:00 AM
<b>OCTOBER 5</b> Lunch & Learn Yes on F Training Room 11:30 AM	<b>OCTOBER 21</b> Renew Your License Class Training Room 9:00 AM
<b>OCTOBER 6</b> Trade Fair 12:00 Noon	<b>OCTOBER 25</b> New Member Orientation Training Room 9:00 AM
<b>OCTOBER 6-7</b> C.A.R. AE Sounding Board Meeting	<b>OCTOBER 26</b> Affiliates Committee Meeting 9:45 AM
<b>OCTOBER 6</b> MLS Rules and Regulations Training Room 1:00 PM	<b>OCTOBER 24</b> Budget & Strategic Planning Board Room 1:00 PM
<b>OCTOBER 11</b> MLS Committee Meeting Board Room 9:00 AM	<b>OCTOBER 27</b> MLS Basic Class Training Room 1:30 PM
<b>OCTOBER 12</b> Chili Cook-Off 4:00 PM	<b>OCTOBER 27</b> Real Talk Toastmasters Training Room Noon



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## Here's Your Chance to Learn About Measures C and F – and Lunch Is on Us

**Mark Chacon**  
2016 VCCAR President



Mark Chacon

Labor Day has come and gone, which means election season is fully upon us. While most of the media attention will be on the presidential race and some of the more hotly contested statewide ballot measures – all 17 of them! – there are a number of local contests that every member needs to know about.

At the top of the list are the two competing measures that could determine land use restrictions and have a huge effect on the county's economy until 2050.

Measure C and Measure F would both extend the SOAR growth control measures beyond 2020, when they're scheduled to expire. Measure C is sponsored by the SOAR organizers and would basically keep existing restrictions in place until 2050. Measure F, meanwhile, is sponsored by Sustain VC and the agricultural community and would expire in 2036, which Sustain VC believes is a more reasonable timeframe given changes in farming. In addition, it would require a comprehensive study 10 years before that to determine the full impact SOAR has had on the county economy. That would help county voters fully understand the ramifications of further extending SOAR.

To help our members learn about the two measures, VCCAR will be holding a Lunch & Learn event on Wednesday, October 5, from 11:30 a.m. to 2 p.m. at the VCCAR office. I'd urge everyone to come, enjoy the free lunch, and learn about the measures. You can RSVP via email to Sher Heard at [sherheard8@gmail.com](mailto:sherheard8@gmail.com), and if you'd like more information about the event please call Government Affairs Director Marta Golding Brown at the office.

Marta and the members of the Local Candidate Recommendation Committee are now in the process of interviewing numerous local candidates for city councils to learn about their views on issues related to housing and homeownership. Look for a comprehensive article on the upcoming elections in the October issue of Ventura County Coastal magazine to learn what the candidates have to say and which ones VCCAR is endorsing.

In this month's issue, I'd direct your attention to three articles in particular.

Our cover story explains why our annual Trade Fair is a must-attend event from the perspectives of REALTORS® and affiliate members alike. Don't forget the event will take place on Thursday, October 6 at the Oxnard Marriott Courtyard Hotel – and the free lunch is worth attending alone!

The second article gives you an update on how VCCAR and CSMAOR are progressing in the migration of our joint MLS system to the new Flexmls platform. As a reminder, our contract with the California Regional MLS has expired and that data is no longer accessible, but MLS information from much of L.A. County and Palm Springs is still available.

And finally, with this issue we're launching a snapshot of the previous month's housing market in VCCAR's service territory. We hope you find the information useful.

There's lots of good information in every issue of Ventura County Coastal magazine. I hope you take the time to look through it, and please let me know if you have any suggestions for future articles.

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## SAVE THE DATE

VCCAR Shredding Event – **September 16**  
Measure C/Measure F Lunch & Learn – **October 5**  
Trade Fair – **October 6**  
Chili Cook-Off – **October 12**  
General Membership Meeting – **October 13**  
Vino for Vets – **November 10**  
Installation Dinner – **December 9**

## C.A.R. Expo, VCCAR Trade Fair Highlight Upcoming Events



The California REALTOR® Expo will take place Sept. 27-29 at the Long Beach Convention Center. The event is free to all C.A.R. members and will feature more than 30 free seminars as well as access to the trade show. A number of luncheons and conferences are paid events, including the all-day Tech Tuesday session featuring seminars and classes. To register and for more information, visit the Who's Your REALTOR® Expo home page at <http://expo.car.org/index.html>



### Trade Fair

October 6. Join your fellow REALTORS® and Affiliates for the biggest event of the year on the VCCAR calendar. See what new services, products, and educational opportunities are available from dozens of exhibitors. Best of all – it's free! For more information, see story [page 10](#).

VCCAR is also holding several other events through the end of the year, including:



### Shredding Event

September 16, 9 a.m.-1 p.m. in the VCCAR parking lot. Let us help you clear the clutter! Shred up to 12 copy boxes or six banker boxes of paper at no charge.



### Chili Cook-off

October 12, 4:30 p.m. at Aliso Escrow in Ventura. Affiliates round up some of the best chili anywhere, created by our member offices. Make sure and sign up – your office might go home with the Judge's Trophy or the Members' Choice Award. Chili, desserts, and sodas are free – beer and wine are \$5.



### Fall Membership/BOOMER Meeting

October 13. Details coming soon.



### Vino for Vets

November 10, 4:30-7:30 p.m., Poinsettia Pavilion in Ventura. This fundraising event honors all who served their country.



### Installation Dinner

December 9. This year, we're returning to holding installation dinner to honor Outgoing President Mark Chacon and welcome in President-Elect Lyle Elliott and the 2017 Board of Directors. In addition, the Association's highest awards – REALTOR® of the Year, Broker/Owner/Manager of the Year, and Affiliate of the Year – will be presented. And don't forget – member offices can sponsor this major event. Contact the VCCAR office for more information.



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### Once Again, REALTORS® Made a Difference in Sacramento

By Marta Golding Brown  
VCCAR Government Affairs Director

I've said it before and I'll say it again – when REALTORS® get involved in legislation, it can make a huge difference.

The most recent example of this came at the end of the legislative session last month when C.A.R. successfully obtained amendments to a controversial bill minutes before the bill's scheduled hearing in the Senate. The state association opposed AB 1381 by Assembly Member Shirley Weber, D-San Diego, because it contained surprise amendments that would have created a new exemption to the real estate license and would have permitted unlicensed agents to broker leases, sales, and easements for the placement of outdoor advertising.

After considerable lobbying by both sides, which involved Administration officials and the entire Senate, the bill was called back to the Business and Professions Committee. The amendments ultimately agreed to made the advertising agents' rule essentially the same as the existing "principals' exemption" – that is, a corporation can use its own employees to work on its own transactions without having to have them licensed. Any agency or brokerage on behalf of another or a third party still requires a licensee.

REALTORS® from around the state contacted their senators to voice their concerns about AB 1381. Your calls really made the difference!

A number of bills affecting REALTORS® have passed the Legislature and are awaiting action by Gov. Jerry Brown, who has until the end of the month to sign or veto them. Check back in the October issue for a complete rundown on C.A.R. legislation.



*Marta Golding Brown*



## Ventura County Coastal to Include Monthly Housing Statistics

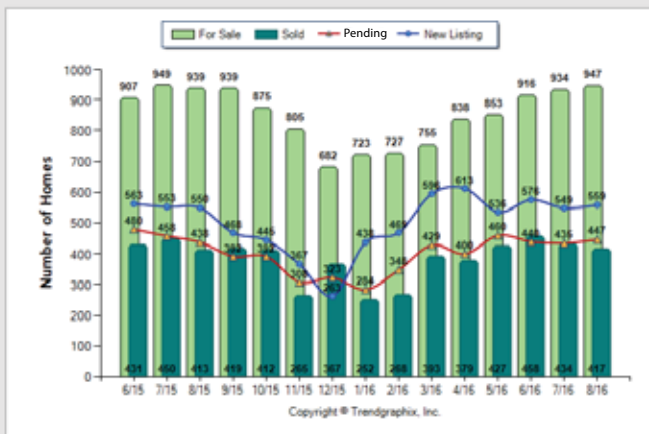
As another member benefit, Ventura County Coastal magazine will begin running a snapshot of the previous month's market condition in VCCAR's service territory. The chart and table includes the number of homes for sale, pending, and sold, as well as the number of new listings during the past 15 months in Oxnard, Ventura, Port Hueneme, Santa Paula, Camarillo, and Fillmore.

August data indicate the West County clearly remains a seller's market. Home sales totaled 417, up 1 percent from August 2015 but down 3.9 percent from July. Current inventory ticked upward slightly, up 0.9 percent from last year and up 1.4 percent from July. The number of properties under contract, meanwhile, also rose slightly, up 2.1 percent from last year and up 2.8 percent from July.

Other data not included in the chart above shows that the average number of days on the market remains basically unchanged from the previous month and last year, while the average sales price is 95 percent of the original asking price.

Some REALTORS® may not know that they can obtain this information and much more by subscribing to a monthly market email summary. Each month you will receive these statistics as well as average and median prices, average price per square foot, days on the market and much more.

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



	Currt vs. Prev Month			Currt vs. Same Month 1 Yr Ago			Currt vs. Same Qtr 1 Yr Ago		
	Aug. 16	Jul. 16	% Change	Aug. 16	Aug. 15	% Change	Jun. 16 to Aug. 16	Jun. 15 to Aug. 15	% Change
For Sale	947	934	1.4% ▲	947	939	0.9% ▲	2797	2795	0.1% ▲
New Listing	559	549	1.8% ▲	559	550	1.6% ▲	1684	1666	1.1% ▲
Sold	417	434	-3.9% ▼	417	413	1% ▲	1309	1294	1.2% ▲
Pending	447	435	2.8% ▲	447	438	2.1% ▲	1322	1376	-3.9% ▼

TODAY STATS		
5/1/2016 - 5/11/2016	4/1/2016 - 4/11/2016	% Change
0	0	N/A
207	223	-7.2% ▼
146	115	27% ▲
184	135	36.3% ▲



## FAQs About Flexmls

As you know, VCCAR and the Conejo Simi Moorpark AOR are moving the county's MLS service to a new platform by the end of the year. The Flexmls system will give members a more robust platform to provide them with the information they need to better serve their clients.

The two AORs have been getting questions about the new system. Here are some of the most frequently asked questions, answered by Lynn Van Emmerik, VCCAR's MLS Administrator.

**Q: What is Flex?**

**A:** Flexmls will become our new software platform. Currently we use Rapattoni software as our MLS platform.

**Q: Does that mean we are joining Santa Barbara, and we can see their listings?**

**A:** It does not. Santa Barbara also uses the Flexmls software, but we will not be sharing listings any more than we do now. We will still be separate MLS systems, we just happen to use the same computer program.

**Q: Will our Flex be the same as Santa Barbara's?**

**A:** No, not exactly. Many items will be similar, but we'll customize ours.

**Q: Is it going to be hard to learn?**

**A:** That depends entirely on the individual. Many MLS software platforms were researched. It was felt that Flexmls was the easiest to transition to from Rapattoni, among other benefits and considerations.

**Q: When will this happen?**

**A:** If all goes according to plan, this November will see us being able to log in and start to learn and use the new Flexmls.

**Q: Will there be classes?**

**A:** Oh, yes. Many. Both VCCAR and CSMAR are planning classes, organizing webinars, and will be sharing video tutorials for our members.

**Q: Will all my contacts, searches, and "stuff" transfer over?**

**A:** Not all. Every effort is being made to lessen the impact of this change on you and your business, but there will be some bumps in the road. There will be a time where both Rapattoni and Flexmls will run concurrently. This means we will have access to both, which provides time to learn, and also to transfer information from the old system to the new one. Rapattoni will still be the "live" MLS, but Flexmls will be accessible, though we won't be able to add listings. At a certain point, that will switch. Flexmls will be up and running accepting listing input, and the Rapattoni system will be "Read Only." That will give more time to double-check to ensure contacts and searches are all functioning as desired. At some point, we will shut down the Rapattoni platform and we will be using only Flexmls.

**Q: What about the California Regional MLS?**

**A:** In a separate decision, VCCAR and CSMAR in June decided to end our contract with CRMLS. The data-sharing agreement officially expired earlier this month. However, agents still have access to data from CARETS, which includes the MLS/CLAW (Combined LA, West-Side, and Malibu), Palm Springs Regional MLS, iTech (Glendale and Pasadena Foothills Associations), and CRISNet/SRAR (Santa Clarita and San Fernando Valleys).

**Q: Where can I learn more?**

**A:** Check out this Introduction to Flexmls video. It'll give you a six-minute preview of our coming attraction:

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

**Q: Anything else?**

**A:** We will still have CloudCMA, CloudStreams, Trends, MLS-Touch, RPR, Listingbook, ListHub, and our other member-benefit tools once we transition to Flexmls. Plus, they have a mobile version, as well as an app.

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### Annual Trade Fair Gives REALTORS® the 911 on the Latest Products and Services

Another full house is expected at this year's 19th annual Trade Fair, which again will take place at the Oxnard Marriott Courtyard Hotel, 600 Esplanade Drive. The Trade Fair will be held on Thursday, October 6, from 11 a.m. to 3 p.m.

Michelle Mueller, this year's Trade Fair chair, said she expects around 60 companies to exhibit and give REALTORS® information about the latest products and services that can help them serve their clients.

Companies that typically exhibit include firms offering pest control, computers, insurance, home loans, mortgages, title and escrow services, and home warranties.

"It's all about the agents," said Mueller, a sales executive with Lawyers Title in Ventura. "It gives them the opportunity to see what's coming in new each year." She said a large number of lenders are planning on attending this year to explain their varying loan programs.

REALTORS® say the Trade Fair is indeed a great chance to learn about new products and services. Anita Pulido with RE/MAX Gold Coast in Santa Paula said she has attended 17 of the 18 Trade Fairs held so far.

"I go to find out what services are available. All agents can familiarize themselves with products that are helpful for our clients and running our businesses," she said. "I enjoy seeing what's available."

Pulido added that it's also a great opportunity to put names and faces together since so many times she talks with affiliate members over the phone.

Dennis Amick, a broker with Pierpont Bay Realty in Ventura, has also been attending for years.

"I came up here from the San Fernando Valley many years ago, and especially back then, I noticed you kind of lost your connection with the big city where there was lots of information available," he said.

"The Trade Fair offers a connection to the big city and what other people are doing. I think I almost always hear something I hadn't heard before."

Jorge DeLeon, VCCAR's incoming Secretary/Treasurer, also finds the Trade Fair to be worth his time every year.

"It's an opportunity to see our affiliates showcase their companies but it's also low pressure for REALTORS®. You're not sitting there at the mercy of someone else – you can move on to the next vendor," he said, adding that it's always easier to do business with people he's met.

In addition, he said the event is a great networking opportunity: "It attracts a whole different group of REALTORS® that we don't see at our mixers. I get to catch up with agents I've known for years that I may only see one time a year."

Mueller said the same is true for affiliates.

"It's a good chance for us to see our clients, who because they're so mobile aren't always in the office every day when we stop by. It lets us have interaction with them and for the agents to see what's new."

Plus, everyone agreed the food is always good. As in past years, the event will include an elegant buffet lunch, along with the opportunity to win raffle prizes offered by exhibitors.



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**For More Information, Contact Alma Dominguez at the VCCAR office (805) 981-2100**

**Chair Michele Mueller 805.797.3988**

**mmueller@ltic.com**

## HOUSING CONFERENCE

### Housing Conference to Explore "Where Will We Live? Getting it Built"

The 15th annual Ventura County Housing Conference will explore ways to expand housing in the county on Tuesday, October 4, from 8 a.m. to 12:30 p.m. at the Ventura County Office of Education Conference Center, 5100 Adolfo Road in Camarillo.

This year's conference is titled "Where Will We Live? Getting it Built," and will include workshops in ways to advocate for new housing and innovations in affordable housing. The keynote address will be given by Peter Rupert from the UCSB Economic Forecast Project.

The event is sponsored by HOME – Housing Opportunities Made Easier.

Tickets are \$95 before September 20, and \$110 through October 3. Day-of-event tickets are \$125.

[CLICK HERE](#) to purchase tickets online.

For more information, contact HOME at [info@vchome.org](mailto:info@vchome.org).



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### First Wednesday Comes to Ventura

The monthly First Wednesday open house took place this month at Social Tap in Ventura. A patio full of REALTORS® and affiliate members enjoyed the networking, with the proceeds benefitting the Turning Point Foundation. This month's sponsors were Mike Love with Keller Williams, Brian N. Sipes with Cherry Creek Mortgage, and Tamara Rossie-Molina with First American Home Warranty.



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## NEW MEMBERS

### August New Member Orientation



The following new REALTORS® were sworn in and presented with their pins on August 23 during VCCAR's monthly New Member Orientation.

#### Front row, left to right:

Janel Sperling, Movewest Realty; Nayeli Gonzalez, RE/MAX Gold Coast Realtors (a clerical user, not a REALTOR®); Roylin Downs, Berkshire Hathaway HomeServices California Properties; Jacquelyn Bravo, Bravo Properties; Amy Sotelo, Century 21 Troop Real Estate; Amy Van Wyngaarden, Keller Williams Realty; 2016 VCCAR President Mark Chacon; Theresa

Ryan, Theresa Ryan, Broker; Megan McMullen, RE/MAX Gold Coast Realtors; Silvia Nunez, Tri County Realty; Paul Roy, Century 21 Troop Real Estate; Daniel Ahn, Connect Realty. Com; Nicole Guthrie, GP Real Estate.

#### Back row, left to right:

Josh Malagon, Century 21 Troop Real Estate; Bryan Juell, Best in Show Realty; Lynette McDougald, Century 21 Troop Real Estate; Erdez "Dezi" Lindberg, Century 21 Troop Real Estate; Rick Juarez, RE/MAX Gold Coast Realtors; Randy Dvorak II, RE/MAX Gold Coast Realtors; Ernesto Sandoval, Berkshire Hathaway HomeServices California Properties; Gregory Larrieu, Keller Williams Realty.



## WE'RE HIRING MORTGAGE LOAN CONSULTANTS

- High commission splits
- Twice monthly pay
- Generous company matching 401k
- Company laptop and mobile phone
- Full benefits
- Non-producing managers
- Marketing budget and support
- Direct Lender with local operations

**Please connect with me at your convenience to discuss!**



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

**APPLY NOW at [www.kinecta.org/MLC-Recruitment](http://www.kinecta.org/MLC-Recruitment)**



NMLS (Nationwide Mortgage Licensing System) ID: 407870. Kinecta is an Equal Opportunity Employer.



12453-06/16

Ventura County Coastal Association of REALTORS®

15



## “Seniors Real Estate Specialist”

This is the only designation created to serve the 50+ community that is recognized and awarded by the National Association of REALTORS®. AARP estimates that 83% of seniors own their own homes. Nearly three million of them will move residences in the next two years and they need someone who can advise them on the best way to maximize their equity.

Chapter 1: Generations  
Chapter 2: The 50+ Market  
Chapter 3: 21st Century Retirement  
Chapter 4: Aging in Place  
Chapter 5: Independent Living  
Chapter 6: Housing Options for Assistance

Chapter 7: Financing Options  
Chapter 8: Tax Matters  
Chapter 9: Legal Matters  
Chapter 10: Marketing & Outreach  
Chapter 11: Buyers & Sellers  
Chapter 12: Building a Team



**Date: September 15 & 16, 2016**

**Time: 9:00 am – 4:30 pm**

**Cost: \$250.00 (normally \$299.00)**

**Location: Ventura County Coastal  
Association of REALTORS®  
2350 Wankel Way  
Oxnard, CA 93030**

**Register online at:**

[www.coachingtoexcellence.com/sres](http://www.coachingtoexcellence.com/sres)

Course Provider: Coaching To Excellence #4306

Instructor: Debbie Rodgers ABR, ABRM, AHWD, CRB, GRI, e-PRO, PMN, RSPS, SFR, SRES  
2007 Distinguished SRES® & NAR Hall of Fame Instructor  
2012 REBAC Hall of Fame Instructor



Course fee includes monthly newsletters, access to research, customizable quarterly newsletters for your customers/clients, and placement on the SRES® website. You must achieve an 80% passing grade on the 50 question multiple choice closed book exam. Students will be allowed 50 minutes to complete the test. Designation requirements are:

- Successful completion of the two-day SRES® Designation course.
- Maintain membership in good standing with the SRES® Council and the National Association of REALTORS®. First years membership in the SRES® Council is included in the course fee. After that, the SRES® annual renewal fee is \$99.00.

# Let us help you clear the clutter.



## Ventura County Coastal AOR is hosting a Shred Event for members!

**Limit per members:** 12 Copy Boxes or 6 Banker Boxes (12" x 10" x 15")

Please joins us

**Friday, September 16, 2016**

**9:00 am -1:00 pm**

**VCCAR Parking Lot**

**2350 Wankel Way, Oxnard, CA 93030**

Document Destruction Services powered by Shred-It  
For more information call: (805) 529-5312





# 11<sup>th</sup> Annual Fraud Awareness Forum

Sponsored by  
Real Estate Fraud Advisory Team

**Thursday, September 22, 2016**

Please arrive by 11:45 for lunch and registration

**PRESENTATION: 12:00PM-1:30PM**

**Residence Inn Oxnard River Ridge**  
2101 WEST VINEYARD AVENUE, OXNARD, CA

## Speakers:

**WAYNE BELL**

CALIFORNIA BUREAU  
OF REAL ESTATE  
COMMISSIONER

**JENNIFER FELTEN, ESQ.**

PRINCIPAL OWNER  
AND ATTORNEY RELAW, APC

**TONY WOLD**

REAL ESTATE FRAUD UNIT  
VENTURA COUNTY  
DISTRICT ATTORNEY'S OFFICE

## **Must RSVP!**

Must include for every  
person on RSVP:

• Name • Office • Email

**RSVP at:**  
**REFAT.ORG**



**[www.REFAT.org](http://www.REFAT.org)**



# Pre-Register for Health Insurance Beat the Rush of Open Enrollment!

## Exclusive Association Group Health Insurance Plans:

- ♦ 23 Kaiser Group Plan Options
- ♦ 19 Anthem Blue Cross Group Plan Options
- ♦ Lower premiums for many plans

## On/Off Exchange Plans:

- ♦ Multiple Covered California Plan Options
- ♦ Multiple Individual & Family Plan Options

## Additional Coverage Plans:

- ♦ 10 Dental & 2 Vision Plans
- ♦ ID Shield Protection
- ♦ Legal Shield Protection
- ♦ Life, Disability & Long Term Care
- ♦ Auto, Home & Business
- ♦ Aflac

## Why We Are Unique?

- ♦ We take great pride in our superior Customer Service
- ♦ Both REALTOR® and Affiliate members are eligible for all plans
- ♦ All new Members qualify for 1st of Month Coverage (*no waiting*)
- ♦ Both ACA and Special Grandfathered Medical Plan Options available
- ♦ Special Dental & Life "Enhanced Benefits" are included
- ♦ Multiple payments options (*Auto-Pay, Credit Card, ACH/EFT*)
- ♦ Broker Availability (*Weekdays, evenings, and Sat. mornings by phone appt.*)
- ♦ "Free" Covered CA Concierge Services (*you choose enrollment method*)
- ♦ Wider choices for Stand-Alone Dental and Vision group plan options

**Contact The Benefits Store today to speak with one of our agents about pre-enrollment!**

*Call us at (800)446-2663 or visit our website at [www.BenefitsStore.com](http://www.BenefitsStore.com)*

[www.BenefitsStore.com](http://www.BenefitsStore.com)

(800)446-2663

CA Insurance License #0680704



2016 VCCAR AFFILIATE COMMITTEE

★ 10TH ANNUAL ★



# CHILI COOK-OFF

**BENEFITING**



**October 12th, 2016**

Time: 4:30 judging starts at 3:00

**Aliso Escrow (Parking lot)**  
4522 Market St, Ventura CA

**Cost: \$5.00**

☐ I want to be a contestant in the Chili Cook-Off Competition for \$75.00!

*More information will be provided to contestants regarding the rules and requirements once payment has been received.*

☐ I will donate a raffle prize! ☐ I want to be a sponsor for \$150.00!

Name: \_\_\_\_\_ ☐ Visa ☐ Master Card

Company: \_\_\_\_\_ Card # \_\_\_\_\_

Phone: \_\_\_\_\_ Exp. \_\_\_\_\_ CW2: \_\_\_\_\_

Email: \_\_\_\_\_

For further information and to send completed form please contact: Vanessa Rice, 377-7409



Food Share is a 501 (c) (3) charitable non-profit Tax ID# 77-0018162



## NEW NAR certification!

### Introducing the Military Relocation Professional

*You must complete all of the requirements below and pay the \$195.00 "one time" application fee in order to earn the certification!*

When military staff and their families relocate, the services of a real estate professional who understands their needs and timetables makes the transfer easier, faster, and less stressful. This certification focuses on educating real estate professionals about working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support.

- ✓ Module 1: The Military Market
- ✓ Module 2: PCS-The Military Relo
- ✓ Module 3: VA Financing for Active Duty – Vets
- ✓ Resources & California Benefits



**Date: October 14, 2016**

**Time: 9:00 am – 4:30 pm**

**Cost: \$125.00**

**Location: Ventura County Coastal**

**Assoc. of REALTORS®**

**2350 Wankel Way**

**Oxnard, CA 93030**

**Register online at:**

[www.coachingtoexcellence.com/mrp](http://www.coachingtoexcellence.com/mrp)

Requirements are:

- Attend the one day class and pass the 30 question, multiple choice, closed book exam. ***You must be a current member of NAR & bring your nine digit NRDS number to class with you!***
- Complete a pre-class reading that provides background information on the military.
- Listen to 2 webinars (no fee). Webinars & pre-class reading are available at [www.militaryrelocationpro.org](http://www.militaryrelocationpro.org)
- Complete the online membership form & pay the "one time" application fee of \$195.00. Students will then receive access to a private "members only" web site, marketing materials, logo, research etc.

This course is also an elective for the Accredited Buyers Representative (ABR) designation.



Course Provider: Coaching To Excellence

Instructor: Debbie Rodgers

ABR, ABRM, CRB, GREEN, GRI, e-PRO, PMN, RSPS, SFR, SRES

2007 Distinguished SRES® & NAR Hall of Fame Instructor

2012 REBAC Hall of Fame Instructor







**8 HOUR CA-DBO SAFE COMPREHENSIVE:  
A PATH TO SUCCESS FOR MLO'S  
MEETS BOTH CalBRE & DBO NMLS CONTINUING  
EDUCATION REQUIREMENTS**



**Cost Only \$139 — \$159 at the door**

(includes the \$12 NMLS Bank Fee & downloadable PDF Reference Book)

**LIVE CLASS—NO 8 HOURS ON A COMPUTER—NO EXAM**

**Ventura County Coastal Association of REALTORS®  
2350 Wankle Way, Oxnard**

**Thursday, October 20th — 8:00 a.m. to 4:30 p.m. - Check in 7:45 a.m.**

NMLS Rules: To receive credit you must be on time and present for the full 8 hours; computers, phones and other electronic devices must be turned off during the instruction.

**To Register: Call 949-457-8930 or [www.DuaneGomer.com](http://www.DuaneGomer.com)**

**COMMENTS FROM JUST ONE CLASS 2015:** Fantastic; Held my interest; Very enjoyable; Stellar; Witty; Very informative; Extremely knowledgeable & Entertaining; Love it; Made topic interesting; Extraordinary; Fun class; Kept it rolling; Good pace; To the point.

**EIGHT HOUR LIVE COURSE:** Includes three hours federal law and regulations, two hours of ethics, two hours of lending standards for nontraditional mortgages and one hour on California regulations.

**NO EXAM:** All Online Courses must have an exam. Most Live Courses do too. Our course has a simple Final Project.



**Cancellation Policy:** Please be aware that all cancellations will be issued a \$35.00 processing fee. Cancellations must be received at least 48 hours before date of the seminar.





# RENEW YOUR LICENSE THE DUANE GOMER WAY

## TESTIMONIALS:

**GS - Van Nuys:** "Great presentation, wealth of knowledge, wisdom and uncanny ability to share and pass them on."

**LF - Palm Springs:** "The review course was awesome."

**MK - Walnut Creek:** "Passed with flying colors - contribute it to your excellent teaching skills and fantastic study materials."

**TR - Online:** "My gosh, was it easy & easy to access."

**EA - Vista:** "Your class in Vista was unbelievable."

## LOW PRICE - GREAT VALUE

### \$92-TEXT BOOKS \$82-PDF

Non-Members \$102 Text/\$92 PDF

## Ventura Co. Coastal Association of REALTORS®

**Friday, October 21st, 2016 at 9 a.m.**

**2350 Wankel Way, Oxnard**

## WHAT THE PROGRAM WILL COVER

- All students will receive the 3 hour mandatory courses of agency, ethics, trust funds, fair housing, risk management, management & supervision and two consumer protection courses by textbook or PDF.
- Although this meeting is not mandatory to renew your license through the use of our continuing education courses, it is our most popular.
- Instructions for online exams will be given at the seminar

Anyone who fails an exam can take a second test at no cost any time within one year from date of registration or take the optional review again at no cost. Courses are for all licensees. These courses are approved for Continuing Education Credit by the California Bureau of Real Estate. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, author or lecturers. BRE Sponsor #0054

### SCHEDULE

8:45 a.m. Registration

9:00 a.m. Course review

12:00 p.m. End of Session

### NOTE:

1. Value - Book \$10

2. Money back guarantee

3. Must cancel 48 hrs prior

## TO REGISTER OR INFO CONTACT ALMA AT (805) 981-2100 OR FAX 805-981-2107

Name \_\_\_\_\_ Email \_\_\_\_\_

Address \_\_\_\_\_ Zip Code \_\_\_\_\_ Phone \_\_\_\_\_

Please charge my ☐ VISA ☐ MC ☐ DISC BRE# \_\_\_\_\_

Credit Card # \_\_\_\_\_ Exp. \_\_\_\_\_ v-code \_\_\_\_\_

Billing Address for Credit Card \_\_\_\_\_ Signature \_\_\_\_\_

The *Education Committee of VCCAR* and *Practical Resources* present...

# 30 Days to Sudden Success

How to access the **hottest prospects** who are searching online for information about buying or selling their home.

featuring *David Compton & Mishael Ondieki*

Tuesday, November 1<sup>st</sup> 9:30am to 12:30pm  
Ventura County Coastal Association of REALTORS®  
2350 Wankel Way (corner of Solar Drive) - Oxnard

Join us November 1<sup>st</sup> to witness a demonstration of the most innovative lead-generating system in real estate and learn how to....

- Replace the "Suspects" in your database with genuine "Prospects".
- Find those who are ready to sell and identify the ones who will just waste your time.
- Separate the serious buyers from the curious.
- Source hundreds of leads every day that will become exclusively yours.
- Deliver compelling presentations to dramatically increase your closing ratio of presentations to listings.



**No Charge  
To Attend!**



To reserve your seat call *Alma Dominguez* (805) 981-2100 x-103  
or email: [Store@VCRealtors.com](mailto:Store@VCRealtors.com)

To learn more about David and Mishael visit: [www.PracticalResources.net](http://www.PracticalResources.net)

# How To List and Sell Commercial/ Investment Property- 1 Day Course

With "emphasis on working with Buyers "

This Course is approved for "7 hours" of Continuing Education Credit  
"CalBre Sponsor No.- 5129"

## Thursday, November 3, 2016



**9:00 a.m. – 4:30 p.m.**

Check-In Begins: 8:30 a.m.

**Course Cost: \$39**

Ventura County Coastal Association of REALTORS®  
2350 Wankel Way, Oxnard, CA 93030

**Presented by Michael Simpson Systems**  
Founder/Senior Instructor



Education Committee

### **YOU WILL LEARN THE MARKETING STRATEGIES:**

- How to put 4 marketing systems into action that will deliver every level of client.
- How to qualify prospects in 3 minutes or less and ONLY work with clients who are ready to do business TODAY.
- How to reach eager sellers with MASSIVE portfolios without having a single listing.

### **You Will Learn The Steps:**

- How to calculate Cap Rates, Gross Rent Multiplier (G.R.M's) & set up sheets
- Terminology and tips for communicating with Investors and other C.I. Brokers
- How to calculate return on Investment (R.O.I.) vacancy, expense factors
- How to analyze and determine value using the income approach
- How to do a rent survey and the impact of market rent vs. actual rent on value
- How investors make buying decisions
- How to find investor clients

**PLUS-** How to talk to Commercial Brokers, How to get the appointment, What to say at the appointment, How to analyze scripts, how to calculate GRM, CAP, ROI, ROE, IRR, expenses, vacancy factors and most importantly, how to use them effectively to separate yourself from everyone else, stand out, get business and GET PAID! Huge money making tips, techniques, and strategies in your real estate contracts. How to look different, sound different, use different approaches to be unique. Also includes How to Approach the Commercial Broker and get cooperation every time!

**For more Information, call Alma Dominguez (805) 981-2100 x103 or [store@vcrealtors.com](mailto:store@vcrealtors.com)**

Register by Mail: 2350 Wankel Way, Oxnard, CA 93030, or Fax to (805) 981-2107

Name: \_\_\_\_\_

Office: \_\_\_\_\_

Phone: \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ Email: \_\_\_\_\_

Payment: ☐ Check made payable to VCCAR ☐ Visa ☐ MC ☐ DISC # \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ Exp. \_\_\_\_\_ - \_\_\_\_\_

Signature: \_\_\_\_\_

## Look What's Available in the VCCAR REALTOR® Store

### Open House Registry Binder in a compact size!

- \* UPDATED Registration Page Design
- \* Binder measures 7" x 9"
- \* Page measures 6" x 8.5"
- \* Made in the USA.
- \* 100 registration pages - printed on one side.
- \* Refillable

Place your professional Real Estate Open House Registry front and center to achieve greater prospect registration at your open houses!

Includes: 1 Open House Door Hanger and 1 double sided "sign in" tent card to encourage prospects to register! Note at bottom proclaiming that by providing their contact information they are allowing you to contact them.

**VCCAR member Price: \$23.95 plus tax each.**



### Open House Registry - Binder Format

- Place your professional Realtor Open House Registry front and center to achieve greater prospect registration at your open houses! • 200 registration areas 1 double sided "sign in" tent card encourages prospects to register! • Refillable • Format includes "Do Not Call Law" disclaimer listed under every registration form that prospects sign in on. • Colors: Brown, Red, Navy, Green, Gray, and Black.

**VCCAR member Price: \$25.95 plus tax.**



### REALTOR® Umbrella

- Totes umbrella are known for their high quality ability to protect you in the rain! 42" arc umbrella folds to 11.5" and has rubber coated handle
- Quickly opens with its auto open and then folds easily down and closes with a Velcro closure around the outside for safe keeping. VCCAR member Price: \$10.45 plus tax.

**VCCAR member Price: \$16.95  
NOW \$13.95 plus tax each.**



### SUPRA Xpress KEY Pouch

- Fabric/Nylon
- Dimension: Approx. 2.5 X 3.5 inches
- Velcro Fastening

**VCCAR member Price: \$10.75**



### PVC Open House A-Frame

Plastic legged A Frame made of PVC pipe and heavy duty High impact styrene plastic for the 18" x 24" sign.

Red imprinted Open House sign.

**VCCAR member Price: \$25.95**



### 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® 24 oz. Plastic Water Bottle - BPA Free

- 24 oz. Sturdy Plastic Water Bottle is BPA Free
- Easy to remove screw off lid makes for easy drinking
- Bottle body is formed for easy grip in the middle
- Refreshing colors with the REALTOR® Logo in White
- Refillable and great for the Real Estate Agent on the go!

**VCCAR member Price: \$9.95  
NOW \$7.25 plus tax each.**



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



VENTURA COUNTY COASTAL  
ASSOCIATION OF REALTORS®