

# Ventura County Coastal

Official Publication of the Ventura County Coastal Association of REALTORS®

December 2018



## VCCAR 2019 INSTALLATION & AWARDS

Also Inside

The Year in Review, Page 14

Home Sales Drop Sharply, Page 17



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## UPCOMING Meetings/Events

<b>DECEMBER 18</b> Flexmls Training (Beginners) Training Room 9:00 - 10:30 AM	<b>JANUARY 11</b> Finance Committee Board Room 10:00-11:30 AM
Flexmls Training (Advanced) Training Room 11:00 AM - Noon	<b>JANUARY 14</b> VCRDS Committee Meeting CSMAR 1:00 - 3:00 PM
<b>DECEMBER 19</b> Biennial Code Of Ethics Training Room 1:00 - 4:00 PM	Professional Development Committee Meeting Board Room 2:00-3:00 PM
<b>DECEMBER 20</b> REFAT Meeting Board Room 10:00 - 11:00 AM	<b>JANUARY 15</b> Flexmls Training (Beginners) Training Room 9:00 - 10:30 AM
<b>DECEMBER 24</b> Office Closed - Christmas Eve	YPN Committee Meeting Board Room 10:00-11:00 AM
<b>DECEMBER 25</b> Office Closed - Christmas	Flexmls Training (Advanced) Training Room 11:00 AM - Noon
<b>DECEMBER 31</b> Office Closed - New Year's Eve	<b>JANUARY 18</b> Leadership Development Committee Board Room 9:00 - 10:00 AM
<b>JANUARY 1</b> Office Closed - New Year's Day	<b>JANUARY 21</b> Office Closed - Martin Luther King Jr. Holiday
<b>JANUARY 2</b> LCRC Committee Meeting Board Room 2:00 - 3:00 PM	<b>JANUARY 24</b> New Member Orientation Training Room 9:00am - Noon
<b>JANUARY 7</b> Committee Kick-Off w/Chairs & Vice Chairs Training Room 9:00 - 10:00 AM	MLS Orientation Training Room 1:00 - 4:00 PM
<b>JANUARY 8</b> Affiliate Committee Meeting Board Room 10:00 - 11:00 AM	<b>JANUARY 30-FEBRUARY 2</b> C.A.R. Winter Meetings Indian Wells
<b>JANUARY 10</b> REFAT Meeting Board Room 10:00 - 11:00 AM	
Local Government Relations Committee Meeting Board Room 2:30-4:00 PM	

### GENERAL CONTACT INFORMATION

805-981-2100 - PHONE  
805-981-2107 - FAX  
[VCCAR@VCREALTORS.COM](mailto:VCCAR@VCREALTORS.COM)

### ADMINISTRATION

WYNDI AUSTIN, CHIEF EXECUTIVE OFFICER  
805-973-8576  
[WYNDI@VCREALTORS.COM](mailto:WYNDI@VCREALTORS.COM)

ASHLEY GLYER, EXECUTIVE ASSISTANT & PROFESSIONAL  
STANDARDS COORDINATOR  
805-973-8568  
[ASHLEY@VCREALTORS.COM](mailto:ASHLEY@VCREALTORS.COM)

### MLS

ANNE O'SHEA-GREENFIELD, MLS DIRECTOR  
805-973-8571  
[ANNE@VCREALTORS.COM](mailto:ANNE@VCREALTORS.COM)

ROSA SALAZAR, MLS CUSTOMER SUPPORT & COMPLIANCE  
REALTOR STORE  
805-973-8573  
[ROSA@VCREALTORS.COM](mailto:ROSA@VCREALTORS.COM)

### ADVOCACY

MARTA GOLDING BROWN, GOVERNMENT AFFAIRS DIRECTOR  
805-973-8572  
[MGBROWN@VCREALTORS.COM](mailto:MGBROWN@VCREALTORS.COM)

### FINANCE

MOLLY PELLEGRINO, ACCOUNTING MANAGER  
805-973-8574  
[MOLLY@VCREALTORS.COM](mailto:MOLLY@VCREALTORS.COM)

ROBIN MORRIS, ACCOUNTING ASSOCIATE  
805-973-8528  
[ROBIN@VCREALTORS.COM](mailto:ROBIN@VCREALTORS.COM)

### VENTURA COUNTY COASTAL

JOHN FRITH, EDITOR  
916-765-6533  
[JOHN@TWSCOMMUNICATIONS.COM](mailto:JOHN@TWSCOMMUNICATIONS.COM)

SCOTT ARNOLD, DESIGN & LAYOUT  
[SCOTT@FOLEYPUB.COM](mailto:SCOTT@FOLEYPUB.COM)

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## Many Members and Staff Deserve the Thanks for a Great 2018

**Matt Capritto**  
2018 VCCAR President



Matt Capritto

*The following is an abridged version of Matt's remarks at the Installation event this month.*

I know you're not really here to hear me, or Jorge, or any of the other speakers this morning. You're here for the mimosas, and that's OK! But you still have to listen to me for a few minutes.

I can think of no better year to have served as VCCAR's president. Because despite our challenges our Association has grown stronger in 2018. It has continued to evolve to meet the needs of 21st century REALTORS® and Affiliates, and I think we've laid the groundwork for even better things to come.

As President you are in many ways a figurehead. (That sounds kind of sad, doesn't it?) That's because all of the effort required to keep the Association focused as the preeminent source of essential business services is done by many.

This year I was fortunate to be surrounded by many like-minded individuals who always asked the same question: Does what we are currently discussing/doing meet an objective of our Strategic Plan? That I truly appreciate.

The 2018 Committee Chairs and Vice Chairs were the front line to organize and implement VCCAR events. Their leadership and commitment were extremely valuable to this organization all year.

It has been my honor to serve with the 2018 Board of Directors. This year's Board was a diverse, honorable, and dedicated group that certainly had no problem expressing their individual opinions. What a pleasure each of you are. I have great respect for each of you and it has been my honor to serve with you.

CEO Wyndi Austin has been the visionary leader this Association deserves. I call her the woman who never sleeps.

VCCAR Staff – this year has been a year of change. As I have gotten to know each of you, my respect grows and grows because you are so good at what you do. I have all the confidence in the world in the amazing and hardworking staff at VCCAR.

And finally our VCCAR Officers – the time commitment these last individuals have freely given for the good of all has been relentless. Our treasurer, Carolyn Triebold, has done her job with purpose and integrity and has been a pleasure to work with.

And President-Elect Jorge DeLeon pulled me aside after I was sworn in and said these simple words "I've got your back." He really meant it, was extremely supportive, and was a vital part of leadership.

“Despite our challenges our Association has grown stronger in 2018.”

In closing, I would like to give special recognition to one individual.

When I was at the 2017 NAR Leadership Summit for incoming leaders, I was presented with this REALTORS® Own It! Gratitude Coin, a tradition that NAR launched as a token of gratitude for those of us who were serving in leadership roles.

But the idea isn't to keep them – it's to pass them on to other REALTORS® who embody the "Own It" spirit. The idea is that when we take ownership of our associations, change happens, and when we bring our unique gifts and insights to the table, our organization evolves.

The person I would like to pass this coin to is last year's President Lyle Elliott who is part of the leadership team. Lyle has been the person in my life who has shown care by willingly sharing his vast knowledge and by being an incredible listener. He is the person who supported good ideas by offering guidance and happily telling me when he thought I was off track.

Lyle has been a mentor, a sounding board, and a friend this year. I don't know if I could have done this job without his support and advice. My hope for everyone here is that you have someone in your life who supports and guides you like Lyle has done for me.

Lyle, nobody exhibits the "Own It" spirit more than you do. So as I conclude my year as your president, I want to give you this coin as a token of my gratitude.

Thank you, Lyle, and thank you all very much for the opportunity to serve as your president in 2018. 🌱



Matt Capritto and Lyle Elliott at Installation.



## VCCAR Hosts Lunch to Thank Committee Members

About 40 VCCAR committee members attended the Association's first-ever committee appreciation lunch on November 30, which 2018 President Matt Capritto said was a long-overdue salute to the hard-working members whose efforts make the Association's events and activities a reality.

"This event was an opportunity for VCCAR and Leadership to really thank all of our dedicated committee chairs, committee members and board liaisons," Capritto said. "So many people do so much to keep the Association going. We should appreciate their hard work on an ongoing basis."

The event came out of a conversation between Capritto and CEO Wyndi Austin where they discussed what happens at the end of every kids' sports league season – they have a pizza party.

"That's no different than what we did. We had a pizza and pasta party, and everyone seemed to have a good time," he said.

One committee member certainly agreed.

"I just saw (and registered) for this invitation and this is the first time in 10 years of actively serving on committees for VCCAR that I have seen an invitation to thank and recognize those that have stepped up," he wrote in an email to Capritto. "Thank you for being a part of organizing the Appreciation Luncheon."

## RAF Donors Thanked

VCCAR's Board of Directors thanks the 389 VCCAR REALTORS® who contributed to the REALTOR® Action Fund in 2018. VCCAR President Matt Capritto noted that 35 percent of all state legislation – some 2,000 bills – impacts real estate, and the local, state, and national REALTOR® associations are the only organizations representing the interests of the industry, homeowners, and private property rights.

The following are the top donors this year.

### 2018 Major Investors Golden R

(contribution of \$5,000 the first year and \$2,000 in following years):

Jeff Comstock Kay Wilson-Bolton

### 2018 Major Investors Sterling R

(contributions of between \$1,000 and \$2,499):

Wyndi Austin Lyle Elliott  
Jorge DeLeón Jim Keith  
Dustin Dammeyer VCCAR



### 2018 Silver Bear

(contribution of \$499):

Matt Capritto Janet Dorsey  
Mark Chacon Sher Heard  
Cindy Diaz-Telly

### 2018 The True Cost of Doing Business

(contribution of \$148 or more):

Armani Amezcua Susie Hafer  
Ashley Anderson Lynn Osslund  
Sheldon Berger Troy Palmquist  
Marta Golding Brown Cami Pinsak  
Tim Comstock Briana Quinn  
Terri Davis Sandy Seekins  
Ellyn Dembowski Carolyn Triebold  
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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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## Committee Chairs, Vice Chairs, and Members Appointed for 2019

VCCAR has announced the full list of 2019 VCCAR committee chairs, vice chairs, and members. Under the new governance system, 2019 President Jorge DeLeón appointed the chairs while President-Elect Tim Comstock named the vice chairs. A total of 101 members are serving on committees this year.

### Affiliate Committee

**Chair:** Patty Estrada, First American Title

**Vice Chair:** Emmanuel Basurto, Farmers Insurance

**Staff Coordinator:** Ashley Glycer

**Director Liaison:** Sher Heard, Comfort Real Estate

Heather Alvarado, Alterra Home Loans

Salena Bracamontes, State Farm Insurance

Carlos Camargo, Open Mortgage

Cindy Castro, Stewart Title

Christine Gonzales, Montecito Bank & Trust

Susan Hedrick, Wells Fargo Home Mortgage

Armando Jaquez, Bank of America

Dawn Peck, Synergy One Lending

Vanessa Rice, Fidelity National Home Warranty

### Finance Committee

**Treasurer/Chair/Director Liaison:** Juliet Esquibias, Coldwell Banker Residential

**Staff Coordinator:** Molly Pellegrino

Jeff Comstock, JL Comstock & Associates

Jorge DeLeón, Coldwell Banker Residential

Dennis Goldstein, Dennis Goldstein Realty

Sher Heard, Comfort Real Estate Services

Karen Hoffberg, Coldwell Banker Residential

Stuart Monteith, Century 21 Everest

Cami Pinsak, Realty ONE Group Summit

Carolyn Triebold, Dilbeck Estates

### Governing Documents Committee

**Chair:** Dustin Dammeyer, Dammeyer & Associates

**Staff Coordinator:** Wyndi Austin

**Director Liaison:** Terri Davis, Cusick Realty

Karen Nicholson, VC Property Shoppe

Jeri Becker, NextHome Pacific Coast Realty

Ana Gil, Cusick Realty

Lori Lang, University Auxiliary Services

Lupe Servin, Century 21 Everest

### Grievance Committee

**Chair:** Helene Keddington, Century 21 Everest

**Vice Chair:** Ashley Anderson, Keller Williams West Ventura County

**Staff Coordinator:** Ashley Glycer

**Director Liaison:** Rebeca Elliott, Keller Williams West Ventura County

Rosemary Allison, Coldwell Banker Residential

Linda Balades, Comfort Real Estate Services

Editha Colitti, RE/MAX Gold Coast

Max E. Estes, Century 21 Everest

Melody Fox, Century 21 Everest

Ana Gil, Cusick Realty

Rick Gill, Comfort Real Estate Services

Bonny Goetz, Coldwell Banker Residential

Bridget Goncalves, Joe Kapp Real Estate

Araceli Gonzales, Pat Willis Real Estate

Joseph Kapp, Joe Kapp Real Estate

Tee Khamseng, Comfort Real Estate Services

Lori Lang, University Auxiliary Services

Jacki Lowe, Comstock & Calhoun

Misty Mills, Zermeno Mills Realty

Walter Morris II, Century 21 Everest

Angela Naskar, California Estates Realty

Troy Palmquist, The Address

Ralph Ramos, Century 21 Everest

Jack Reiss, RE/MAX Gold Coast

Patty Ross, Century 21 Everest

Sabrina R. Simpson, Real Estate ebroker

Heidi Wagner, Cusick Realty

Ken Wallis, Century 21 Everest

Julie Zermeno, Zermeno Mills Realty

### Leadership Development Committee

**Chair:** Troy Palmquist, The Address

**Vice Chair:** Katherine Connelly, Comfort Real Estate Services

**Staff Coordinator:** Wyndi Austin

**Director Liaison:** Rebeca Elliott, BHHS California Properties

Vicente Arzate, Century 21 Everest

Dolly Bovee, Realty ONE Group Summit

Salena Bracamontes, State Farm Insurance

Carolyn Braun, First American Natural Hazard Disclosures

Ryan Bruns, BHHS California Properties

Karen Campbell, Century 21 Everest

Denise Cannon, Comfort Real Estate Services

Garry Eberhardt, Comfort Real Estate Services

Graciela Figueroa, Mas Uno Realty

Tressa Golden, Aliso Escrow

Bridget Goncalves, Joe Kapp Real Estate

Cheryl Graham, Cusick Realty

Kathy Gray, Guild Mortgage

Susan Hedrick, Wells Fargo Home Mortgage

Jim Keith, BHHS California Realty

Michele Mueller, Priority Title

Cami Pinsak, Realty ONE Group Summit

Vanessa Rice, Comfort Real Estate Services

Jennifer San Juan, Lotus Real Estate Group

Kate Turner, Comfort Real Estate Services

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### Local Government Relations Committee

**Chair:** Bonny Goetz, Coldwell Banker Residential

**Vice Chair:** Jeri Becker, NextHome Pacific Coast Real Estate

**Staff Coordinator:** Marta Golding Brown

**Director Liaison:** Kay Wilson-Bolton, Century 21 Everest

Cheryl Aronson, Sotheby's International Realty

Terry Ayers, RE/MAX Gold Coast

Mark Chacon, Sotheby's International Realty

Patricia Costello, Keller Williams West Ventura County

Rebeca Elliott, Keller Williams West Ventura County

Tressa Golden, Aliso Escrow

Cheryl Graham, Cusick Realty

Charles Hamm, The Hamm Team

Sher Heard, Comfort Real Estate Services

Joaquin Jimenez, Realty ONE Group Summit

Michele Mueller, Priority Title

Dawn Peck, Synergy One Lending

Sandy Seekins, Century 21 Everest

Carolyn Triebold, Dilbeck Estates

### MLS Committee

**Chair/Director Liaison:** Tim Comstock, Comstock & Calhoun

**Vice Chair:** Mark Wimberly, Comstock & Calhoun

**Staff Coordinator:** Anne O'Shea-Greenfield

Caroline Arroyo, Century 21 Everest

Terry Ayers, RE/MAX Gold Coast

Dolly Bovee, Realty ONE Group Summit

Mark Chacon, Sotheby's International

Editha Colitti, RE/MAX Gold Coast

Patricia Costello, Keller Williams West Ventura County

Dennis Goldstein, Dennis Goldstein Realty

Traci Mahone, Century 21 Everest

Tom Molinari, Thomas Molinari, Appraiser/Broker

Karen Nicholson, VC Property Shoppe

Anna Padilla-Kuntz, Dammeyer & Associates

Ron Powers, BHHS

Joe Virnig, RE/MAX Gold Coast

### Professional Development Committee

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**Vice Chair:** Tom Molinari, Thomas Molinari, Appraiser/Broker

**Staff Coordinator:** Marta Golding Brown

**Director Liaison:** Sandy Seekins, Century 21 Everest

Carlos Camargo, Open Mortgage

Yolanda Carr, First American Title

Jeff Comstock, JL Comstock & Associates

Bob Davis, Provident Bank Mortgage

Joaquin Jimenez, Realty ONE Group Summit

Jim Keith, BHHS California Realty

Daniel Patton, RE/MAX Gold Coast

Ken Wallis, Century 21 Everest

### Professional Standards Committee

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**Vice Chair:** Cindy Diaz-Telly, Coldwell Banker Residential

**Staff Coordinator:** Ashley Glyer

**Director Liaison:** Kay Wilson-Bolton, Century 21 Everest

Armani Amezcua, VC Property Shoppe

Terri Davis, Cusick Realty

Cheryle Estes, Comfort Real Estate Services

Susie Hafer, RE/MAX Gold Coast

Sher Heard, Comfort Real Estate Services

Jim Keith, BHHS California Realty

Dale King, Century 21 Everest

James Reach, Reach Realty & Mortgage

Brooke Smith, Keller Williams West Ventura County

Robin Turner, Keller Williams West Ventura County

### Young Professionals Network

**Chair:** Erica Holmes, Joe Kapp Real Estate

**Vice Chair:** Ryan Bruns, BHHS California Properties

**Staff Coordinator:** Wyndi Austin

**Director Liaison:** Bridget Concalves, Joe Kapp Real Estate

Salena Bracamontes, State Farm Insurance

Carlos Camargo, Open Mortgage

Florah Fleischli, Keller Williams West Ventura County

Susan Hedrick, Wells Fargo Home Mortgage

Armando Jaquez, Bank of America

Jesse Lee, Beach View Real Estate

Michele Mueller, Priority Title

Daniel Patton, RE/MAX Gold Coast

Jessica Purdy, BHHS California Properties

Vanessa Rice, Fidelity National Home Warranty

Jennifer San Juan, Lotus Real Estate Group

Jose Valladares, Beach View Real Estate 🌴

2019

## South Lake Tahoe Ban on Vacation Rentals Squeaks to Victory

San Francisco Chronicle | December 5

A ballot measure to ban all vacation home rentals in South Lake Tahoe's residential neighborhoods after three years — and reduce their occupancy limits almost immediately — has passed by a margin of 58 votes, the El Dorado County Elections Department announced Tuesday.

The City Council plans to meet Monday to accept the final results of the November election. Ten days later, Measure T will take effect, said Chris Fiore, a spokesman for the city.

[Read more](#)

## Housing Forecast: 2019 Not Better for Buyers but Not Worse

RIS Media | December 2

If the expectations about housing in 2019 can be summed up in one word, it's this: balanced.

After months and months on a runaway track, home prices have started to temper, and will continue to moderate in the upcoming year, according to new predictions by several sources. Analysts are anticipating anywhere from 2.2 to 3.79 percent growth in home prices for the year—a considerable dip from past years, but an indicator of a leveling-out market.

The deceleration, however, is not likely to overcome other pressures, like climbing mortgage rates and short starter supply, changing conditions for homebuyers and sellers. According to a forecast by realtor.com, there will be a fewer than 7 percent increase in inventory overall for the year.

[Read more](#)

## Shea Project Alloted 281 Homes

Camarillo Acorn | November 30

Walnut-based Shea Homes, which plans to build a senior-only housing development at St. John's Seminary off Upland Road, was awarded all 281 housing allotments it asked for after a unanimous City Council vote Nov. 14.

The project is the only one to receive the housing allotments needed to build next year.

Allotments are usually limited to 240 per development per year, but if there is only one applicant, that cap does not apply.

[Read more](#)

## L.A. County House-Flippers Average Over \$140K in Profit, Study Shows

Los Angeles Times | November 29

The flipping market is hot in Southern California, and for those who have the resources to rehab a home, six-figure profits await.

According to a new LendingHome study, which pinpoints California as a home-flipping hot spot, there were 151,873 homes flipped in the state from 2013 to 2017, with an average profit of \$101,900.

[Read more](#)

## Why 2019 Won't Lead to a Home Buyer's Market

MarketWatch | November 29

As 2018 winds to a close, the housing market has shown signs of a slowdown.

Throughout this year, observers have begun to speculate that the country's housing market may have hit its peak. Meanwhile, millions of Americans continue to wait on the sidelines. Housing inventory remains incredibly tight, meaning that buying a home is a very expensive and difficult proposition for many. At the same time, expensive rents and low wages have constrained people's ability to save up for a down payment.

And 2019 appears set to bring more of the same. "I would still rather be a seller than a buyer next year," said Danielle Hale, chief economist at real-estate website Realtor.com.

[Read more](#)

## \$6 Billion in Real Estate Destroyed in Woolsey Fire

Patch | November 28

The Woolsey Fire destroyed or damaged as much as \$6 billion in real estate, according to a new estimate by CoreLogic.

The real estate tracker reported that the property losses for the Woolsey Fire in Los Angeles and Ventura counties will cost between \$4 billion to \$6 billion. Of that total, \$3.5 billion to \$4.5 billion will come from residential properties and up to \$500 million from commercial real estate, the Orange County Register reported.

[Read more](#)

## Critics Say Plans to Drop Appraisals Might Bring Back Bad Old Days

Washington Post | November 28

The Trump administration wants to eliminate professional appraisals on a large number of home-sale transactions — a move that critics say could push the country back toward the see-no-evil days of mortgage lending that preceded the housing crash.

Just before Thanksgiving, the administration's top financial regulators — the Federal Deposit Insurance Corp., the Federal Reserve and the Treasury Department's Office of the Comptroller of the Currency — issued a joint proposal that would make traditional appraisals unnecessary for many new mortgages originated for less than \$400,000. Instead of a formal appraisal, these homes would receive an "evaluation" by individuals who have no appraisal licenses or certification and would not be subject to current state regulatory oversight requirements that govern appraisers. The evaluators could be an "independent bank employee" or unnamed "third part[ies]." They would, however, have to be "competent" and possess "knowledge of the market, location and type of real property being valued."

[Read more](#)

## There Are 300K Construction Jobs Unfilled: NAHB President

Fox Business | November 27

National Association of Home Builders President Jerry Howard on the state of the housing market and the labor shortage in construction.

[Watch video](#)



## FHFA Announces Maximum Conforming Loan Limits for 2019

Press Release | November 27

The Federal Housing Finance Agency (FHFA) today announced the maximum conforming loan limits for mortgages to be acquired by Fannie Mae and Freddie Mac in 2019. In most of the U.S., the 2019 maximum conforming loan limit for one-unit properties will be \$484,350, an increase from \$453,100 in 2018.

[Read more](#)

## Case-Shiller 'Confirms' Cooling Housing Market

RIS Media | November 27

In September, the growth in home prices slowed to 5.5 percent, continuing a cooldown that surfaced this summer, according to the latest S&P CoreLogic/Case-Shiller Indices.

With buyers grappling with increasing mortgage rates, prices were ripe to stabilize. With the exception of October, existing-home sales have settled into a slump for the year, and housing starts, overall, have been weak.

"Sales of both new and existing single-family homes peaked one year ago in November 2017," says David M. Blitzer, chairman and managing director of the Index Committee at S&P Dow Jones Indices. "Sales of existing homes are down 9.3 percent from that peak. Housing starts are down 8.7 percent from November of last year. The National Association of Home Builders sentiment index dropped seven points to 60, its lowest level in two years."

[Read more](#)

## The Latest Rip-Off Risk for Elderly Homeowners? Clean Energy Loans

KPBS | November 27

Robert Unser is a 74-year-old cancer survivor with cognitive disabilities and a big dilemma: He has four so-called Property Assessment Clean Energy loans he can't pay back and four liens on his home.

“PACE loans are energy efficiency loans that are used to finance only energy efficiency home projects,” said San Diego Legal Aid Society Lawyer Katy Box who represents Unser, adding that the high-interest, high-fee loans are peddled door to door and financed through a first-priority tax lien on a homeowner’s property.

"That means that the lien gets priority above any mortgage, above basically any other lien on the property," Box said.

[Read more](#)

## New-Home Community Coming to Santa Paula

Press Release | November 26

Williams Homes and Presidio Residential Capital have acquired 17 acres in Santa Paula to build Rosewood, a new community with 36 one- and two-story single-family detached homes. Prices are projected to start in the \$550,000s. The project is scheduled to break ground in January 2019.

"Rosewood will be the first new-home community offered in Santa Paula since Williams Homes built Ridgeview in 2012," said Lance Williams, president and chief executive officer of Williams Homes. "Santa Paula is a wonderful community with a lot of history, and it's ideally located for commuters in Ventura County."

[Read more](#)

## Agents Earning Highest Income Focus on These 4 Habits

RIS Media | November 25

What are the highest earning real estate agents doing right? The 2018 Real Estate Agent Income Guide by Real Estate Express surveyed top real estate agents to reveal that the highest performers have four key habits in common. Want to excel in your real estate career and earn more? Try implementing these habits into your work routine.

Here are four ways top real estate agents are earning more:

1. **Stay Updated on Best Practices.** To increase your earnings you need to keep up with the trends. The Real Estate Express survey indicated that experts on best practices earn more than double those who got a failing grade. Key takeaway? It pays to stay current.

[Read more](#)

## Real Estate Teams a Growing Trend, NAR Reports

RIS Media | November 22

What does a team format look like in today's rapidly changing real estate world? The idea is still relatively new, as most teams were established just 4-5 years ago—and, yet, it is a diverse segment of the industry, making trends difficult to discern.

To help, the National Association of REALTORS® (NAR) recently released the 2018 Teams Survey, based on the responses of 3,483 participants, 26 percent of which are members of a real estate team. Of respondents not currently on a team, 16 percent have previously been on a team, while the majority (84 percent) have never been a member of a real estate team. Nine percent have “strongly” considered joining or starting a team, and 30 percent have “briefly” considered it.

[Read more](#)

## More Millennials Now Live in Suburbs Than in Cities

CNBC | November 20

Millennials aren't killing the 'burbs. They're embracing them. A new Ernst & Young survey of 1,200 adults aged 20-36 shows that more millennials are buying homes in the suburbs than in cities.

In fact, when choosing where to live, millennials are behaving much like their parents did. Overall, rent or own, 38 percent of millennials live in the suburbs, compared to 37 percent in the city.

[Read more](#)

## Fillmore Approves 133 Homes

Ventura County Star | November 15

The Fillmore City Council unanimously approved a neighborhood of 133 new homes on Tuesday that the developer says will be affordable to first-time homebuyers.

In addition, the council chose a new operator for the city-owned Fillmore Equestrian Center, opting for the owners of a trucking company in Fillmore, Mario and Vanessa Robledo, rather than longtime boarder Steve McKinnon. 🌱

[Read more](#)



## VCCAR Installs 2019 Officers and Board Members

More than 300 people crowded into the Crowne Plaza Ventura Beach on December 4 to thank the 2018 officers and board members and to install the 2019 leadership team.

Outgoing President Matt Capritto thanked the staff, committee members, board members, and officers for working as a great team in 2018. (You can read an abridged version of his remarks in his final president's column on Page 3.) He also paid special tribute to the immediate past president, Lyle Elliott, for his counsel and support by giving Elliott the REALTORS® Own It! coin he received at the NAR Leadership Summit in 2017.

"The idea isn't to keep them – it's to pass them on to other REALTORS® who embody the Own It spirit," he said. "Lyle, nobody exhibits the Own It spirit more than you do."



2019 President Jorge DeLeón makes remarks after being sworn in.

### DeLeón announces goals

After 2019 President Jorge DeLeón was sworn in by past president BJ Ward, he thanked Capritto for his efforts to add value to VCCAR members, then briefly discussed his goals for the year.

"My job as your 2019 President is simple. It to keep our Board of Directors and our committee chairs and committee volunteers focused in making the right and often the tough decisions needed to stay in alignment with our mission while keeping our eyes open for opportunities to deliver on our vision," he said.

"The Board of Directors that you have elected are committed to make this happen and I'm honored to work with each of them."

DeLeón also reminded the members of VCCAR's mission – to be the local advocate for REALTORS®; to enhance the professionalism, integrity, and competency of members; and to promote private property rights – and its vision: To pursue the highest standards in service, ethics, and technology.

### A personal connection

And he recalled how important homeownership was to his father – the son of an immigrant farmworker – and mother.

"From the first home they bought, a mobile home they purchased in the Wagon Wheel area of Oxnard, to their current home just up the street from where my grandparents first settled down off South Satcoy Avenue in Ventura, every single one of their real estate transactions has been difficult, but worth it," DeLeón said.

"I've had the pleasure and privilege of helping my parents with each of the home purchases, first as their interpreter at the tender age of 9, eventually as a co-signer when I was 21, and proudly as their listing agent several years ago.

"I carry a very heavy sense of responsibility in appreciation for the sacrifice and hard work that my grandparents and my parents have had to endure as immigrants while pursuing a brighter future."





2018 President Matt Capritto thanks members and staff for their hard work.



2019 President Jorge DeLeón and sons Oliver, left, and Jasper.

## Thank You

Special thanks to the **Installation Sponsors:**

**Platinum Sponsors:** Berkshire Hathaway HomeServices California Properties, Comstock & Calhoun, and RE/MAX Gold Coast.

**Gold Sponsors:** Century 21 Everest, Coldwell Banker Residential Brokerage, Guild Mortgage, and OnQ Financial.

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Thanks also to the Installation Workgroup: Juliet Esquibias, Tressa Golden, Carolyn Braun, Karen Campbell, Bonny Goetz, Bridget Goncalves, Kathy Grey, Maggie Hood, Michele Mueller, Michael Padilla, Vanessa Rice, and Cibeli Tregembo.

The 2019 officers and directors are:

**President:** Jorge DeLeón

**President-Elect:** Tim Comstock

**First Vice President:** Sher Heard

**Treasurer:** Juliet Esquibias

**Immediate Past President:** Matt Capritto

**Board Members:** Armani Amezcua, Ashley Anderson, Terri Davis, Rebeca Elliott, Ana Gil, Bridget Goncalves, Carolyn Triebold, Jim Keith, Cami Pinsak, Sandra Seekins, Kay Wilson-Bolton, and non-REALTOR® Director Jeffrey Stinnett, Esq.

For a list of committee chairs, vice chairs, and members, see [Page 6](#). 📄



From left, the 2019 officers and directors being sworn in are Armani Amezcua, Rebeca Elliott, Bridget Goncalves, Juliet Esquibias, Sandy Seekins, Matt Capritto, Ashley Anderson, Terri Davis, Tim Comstock, Jim Keith, Cami Pinsak, Kay Wilson-Bolton, Ana Gil, Carolyn Triebold, Jeffrey Stinnett, and Sher Heard



### Comstock, Triebold, and Siddens Earn Top Honors for 2018

Tim Comstock was named REALTOR® of the Year, Carolyn Triebold was selected as Broker/Owner/Manager of the Year, and Joey Siddens was named Affiliate of the Year at VCCAR's Installation event.

**Comstock** is an agent with Comstock & Calhoun Real Estate in Ventura, a member of VCCAR's Board of Directors, and will serve as President-Elect in 2019.

In presenting the award, REALTOR® Kay Wilson-Bolton said Calhoun is an outstanding agent in good times and bad, but more importantly has a heart.

"This REALTOR® looks for ways to be helpful and it comes so naturally that life around this REALTOR® is good for everyone," said Wilson-Bolton, like all the presenters keeping the suspense going as long as possible.

"This Realtor accompanies office mates on listing appointments, just because. They will show property for you when you are on vacation without compensation, just because. They will join new agents on listing presentations, accompany agents while showing properties to new clients, and will stop in the rain to secure the real estate sign of a competitor," she said.

Comstock graduated from Ventura College and Long Beach State, went to work for several years in the lighting and home-improvement industries, and then became an asset manager in Orange County, handling thousands of properties during his three years there.

In 2006, he moved back to Ventura, became a REALTOR® and went to work for his father, broker Jeff Calhoun – just in time for the real estate meltdown during the Great Recession. Wilson-Bolton said his friendships paid off.

"He is humble and quiet and loyal. He is admired by some for being a nice guy, seen as a good human by most, and by all as an outstanding representative of our industry," she said.

Comstock said he was "floating for a day" after receiving the award.

"I'm stoked. I do a lot for the Association and the community, but a lot of other people do that, too. It was a really nice recognition," he said.



Kay Wilson-Bolton presents the REALTOR® of the Year Award to Tim Comstock.



Last year's Broker/Owner/Manager of the Year Helene Keddington and 2018 winner Carolyn Triebold.

**Triebold** is the senior estates director, broker associate, and sales manager for Dilbeck Real Estate. A graduate of the University of Illinois, she obtained her broker's license in 2004, constantly achieving top sales production awards and receiving the highest reviews from her clients.

In presenting the award, REALTOR® Helene Keddington said Triebold is well respected within the industry.

"This person is loved by their agents, is very big on education and making sure their team is well-trained out in the field, and is an excellent speaker," Keddington said. "This person gives back to the community and is currently a care advocate for a foster child with CASA."

Triebold served as VCCAR treasurer in 2018 and will be a member of the Board of Directors in 2019.

"I was incredibly grateful to be recognized and it was quite a surprise," Triebold said. "It was a special award because it meant a lot having come from the agents who work for me."

**Siddens** is a sales executive at Fidelity National Title and served as the Affiliate Committee chair this year.

Salena Bracamontes, who presented the award, noted that Siddens is a first-rate volunteer.

"This person stepped up each and every time. If there was ever something needed or someone needed to help, this person had no problem rolling up their sleeves and helping out in any capacity," she said.

Siddens said he was "honored and a bit overwhelmed" at having received the award, and said he was very happy to have received so many high fives and fist bumps from attendees as he walked up to the stage. 🙌



Joey Siddens with last year's Affiliate of the Year Salena Bracamontes.

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805.216.3967 | [abray@s1lending.com](mailto:abray@s1lending.com)



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LOAN OFFICER | NMLS #257057  
805.824.7084 | [lmendez@s1lending.com](mailto:lmendez@s1lending.com)



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LOAN OFFICER ASSISTANT | NMLS #1054050  
805.448.3822 | [rbirkla@s1lending.com](mailto:rbirkla@s1lending.com)



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805.797.3979 | [alynch@s1lending.com](mailto:alynch@s1lending.com)



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LOAN OFFICER ASSISTANT | NMLS #1452156  
805.342.0415 | [ygonzales@s1lending.com](mailto:ygonzales@s1lending.com)



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The Board of Supervisors earlier this year recognized VCCAR for its disaster response. At left, Matt Capritto. At right, Marta Golding Brown.

## 2018 Was a Truly Memorable Year

VCCAR shined in Thomas Fire response, continued evolving into a 21st century Association

**By John Frith**

*VCCAR Editor and PR Consultant*

As 2018 comes to a close, it's still hard to really grasp everything that happened during the year that affected VCCAR. The year began with a devastating fire in Ventura County and the year ended with a devastating fire in Ventura County. And along the way we've dealt with rapidly changing market conditions, rising interest rates, tax law changes, a continuing affordability problem, and an ongoing drought. All we seem to be missing are plagues and locusts.

But the challenging conditions brought out the best in Ventura County REALTORS®, as individual members and the Association gave back to the community in so many ways in the aftermath of the Thomas Fire that swept through Santa Paula, Ventura, Ojai, and eastern Santa Barbara County at the end of last year.

Individual members on their own stepped up immediately to assist fire victims, including some who helped organize an event to help farmworkers whose housing was destroyed, an agent who organized a clothing boutique in her house to provide clothes for people who had lost all of theirs, and several who helped organize fundraisers and helped victims find places to live.

“The challenging conditions brought out the best in Ventura County REALTORS®.”

(You can read more about these stories in the March issue of [Ventura County Coastal](#).)

VCCAR stepped up to the plate immediately after the fire broke out to provide emergency supplies and a place to work for members. The Association also worked with its MLS provider to quickly develop an online resource for fire victims looking for short-term rentals, and then in conjunction with the Ojai and Santa Barbara AORs, obtained \$650,000 from NAR and C.A.R. disaster relief funds to provide victims with a month's mortgage or rent payment.

As VCCAR 2018 President Matt Capritto remarked in March, “I’ve never been prouder of being a Ventura County REALTOR® than I am today. Our members are not just good real estate agents, they’re also great human beings.”



But VCCAR's leaders and staff were busy throughout the year with a number of other efforts to benefit the Association and the industry as a whole.

### Governance improvements

The year saw continuing improvements in its governance as programs were realigned to better meet the needs of REALTORS® and affiliate members. More emphasis was placed on professional development and networking.

One major accomplishment was VCCAR's inaugural Leadership Academy, in which eight members completed a nine-week course to improve their leadership skills. Several are already stepping into leadership roles with the Association.

“Programs were realigned to better meet the needs of REALTORS® and affiliate members.”

Other accomplishments included numerous classes to enable all members to complete required NAR Biennial Code of Ethics training and programs to give members insights into the effective use of social media, marketing trends, tax law changes, and tips from successful REALTORS®.

And significant progress was made toward the proposal to consolidate VCCAR and CSMAR. As Capritto put it, “Let me explain it like this: Just like marriage, it takes a lot of negotiation to do it right. It's better to do it right than to do it fast.”

### Government affairs

Legislative and political advocacy as always was a top priority. VCCAR members worked hard to help qualify C.A.R.'s property tax fairness initiative for the November ballot, and while Proposition 5 did not succeed this year C.A.R. officials are already working on a new proposal for 2020 if efforts



to work out a legislative solution are not successful. And REALTORS® around the state played a key role in the defeat of Proposition 10, which would have allowed cities and counties to enact unrestricted rent control measures.

Closer to home, we worked closely with Oxnard officials to revise its Safe Homes Safe Families housing inspection program to focus on repeat offenders, continued to work with Ventura officials to minimize the impacts of an inclusionary housing in-lieu and linkage fee study, and with Ventura and Santa Paula as they began General Plan updates.

While all these efforts were under way, economists say the county's housing market probably peaked for this cycle in 2018 as the effects of significant tax law changes, rising interest rates, and growing affordability problems all impacted the market. ▶

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



## Housing market cools

Through October, there were 5,421 closed sales countywide according to the Ventura County Regional Data Share MLS and Realtors Property Resource, down 5.3 percent from the first 10 months in 2017. The median sales price for that time period was \$594,317, up 5.2 percent from last year.

On a monthly basis, sales were up 36 percent in January compared to the previous year, presumably due to people buying before the caps on mortgage and state income tax deductions went into effect. Sales during every other month this year were down year over year – by 24 percent in September – before increasing by 6 percent in October

Sales prices, meanwhile, have been relatively stable since April, ranging between \$590,000 and \$615,000 each month.

New listings, meanwhile, totaled 7,772 new listings through October, which was up just 2 percent from 2017. The median listing price was \$652,282, up 2.7 percent from the previous year, while the median number of days properties were included in RPR was 43.94, down 4.1 percent.

During the first half of 2018, monthly new listings were generally below the figures from the previous year. Since July, however, new listings have been higher than the same month in the previous year – as much as 17 percent higher in October. Through May, total listings were lower than same month in 2017 each month. Since then, have been higher – by double digits since July.

What will 2019 bring? Nobody knows for sure, but incoming President Jorge DeLeón and the new Board of Directors are committed to continuing to focus on the Association's mission – to be the local advocate for REALTORS®; to enhance the professionalism, integrity, and competency of members; and to promote private property rights – and its vision – to pursue the highest standards in service, ethics, and technology. 🌱

“Legislative and political advocacy as always was a top priority.”

## 2018 BY THE NUMBERS

**2,203** – VCCAR membership

**594** – People attending training sessions

**501** – People receiving Flexmls training

**467** – Biennial Code of Ethics attendees

**384** – Trade Fair attendance

**260** – New Member Orientation attendees

**197** – Affiliate members

**143** – Annual Chili Cook-Off attendance

**52.3** – Average age of members

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As a reminder, Ventura County Coastal is using data from RPR – Realtors Property Resource – to compile its monthly housing statistics. RPR is a free resource available to all REALTORS® from NAR and Ventura County Regional Data Share that allows you to create customized market reports and data on your desktop or your mobile device. To create your account or to learn more, visit [www.narrpr.com](http://www.narrpr.com).

## November Sales Figures Reflect Further Softening

Home sales throughout Ventura County dropped sharply in November to 439, a 13.2 percent decline from November 2017 and down 25.2 percent from October, according to data from Ventura County Regional Data Share and RPR.

C.A.R. Senior Economist Jordan Levine said the drop is further evidence that the housing market is softening.

“Listings are following their typical seasonal downturn during the holiday season, but the evidence that the market continues to soften is mounting as fewer homes are selling, the ones that do sell are taking longer to move, and sellers are beginning to discount modestly again,” he said.

Pending sales at the end of the month also showed a decline to 264, which was down 16.5 percent from a year ago and down 7.4 percent compared to October.

New listings during the month, meanwhile, totaled 500, which was down 11.2 percent from November 2017 and a decline of 30.4 percent from October. There were 1,692 active listings at the

end of November, which was up 6.6 percent from a year ago but down 12.3 percent from October.

As a result of the decline in listings, the months of inventory fell sharply compared to October to 2.88, which was down by 1.1 months or 27.6 percent. On a year-over-year basis, however, it was exactly the same as 2017.

Listing and sales prices dipped compared to November but were both higher than they were a year ago. The median listing price during the month was \$649,900, up 2.3 percent from last November but down by 1.7 percent from October. The median per square foot was \$354, up 1.4 percent from a year ago and even with October’s figure.

The median sales price, meanwhile, was \$590,000, up 1.3 percent from a year ago and down 4.1 percent from October. The median sales price per square foot was \$352, up 5.1 percent from November 2017 and down 1.1 percent from October. 🌱



### Market Data Report

VCCAR Report

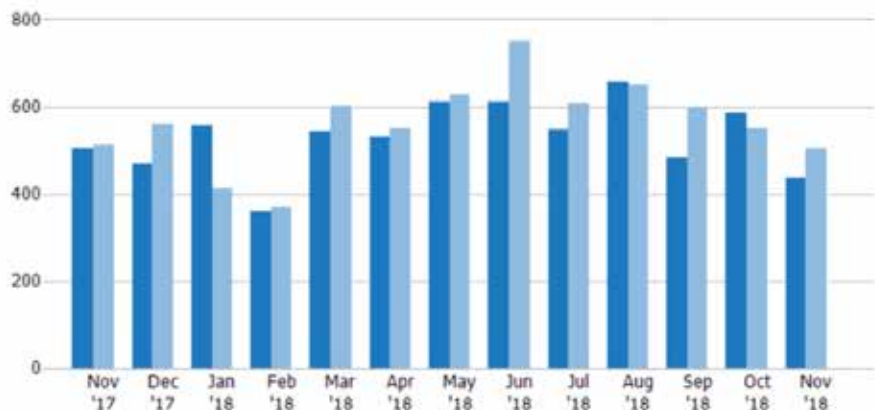
#### Closed Sales

The total number of residential properties sold each month.

##### Filters Used

State: CA  
County: Ventura County, California  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Nov '18	439	-13.2%
Nov '17	506	-1%
Nov '16	511	-17.6%



Current Year	506	471	556	360	544	531	611	610	546	657	484	587	439
Prior Year	511	561	412	371	602	551	629	749	609	651	599	551	506
Percent Change from Prior Year	-1%	-16%	35%	-3%	-10%	-4%	-3%	-19%	-10%	1%	-19%	7%	-13%



**Marta Golding Brown**  
VCCAR Government Affairs Director



*Marta Golding Brown*

### Three Ordinances Regulating Housing Now in Effect

While it's the end of the year, state and local governments are still taking actions that affect real estate in Ventura County. Here are three issues recently addressed.

#### Ventura enacts mobile home disclosure ordinance

The city of Ventura has enacted an ordinance requiring sellers of mobile homes in parks subject to the city's rent control ordinance to clearly disclose that long-term leases, those longer than 12 months, are not subject to rent control and will make the unit ineligible for rent stabilization in the future.

The ordinance provides definitions of the various terms used in it, provides the disclosure form to be used by sellers to advise buyers of their rights to be offered a short-term as well as a long-term lease agreement, and requires signs be posted at every entrance to a park that sellers are required to provide the disclosure.

VCCAR worked closely with Ventura officials to craft the final ordinance and was able to support the final product.

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## Price gouging illegal in wake of fires

The state recently declared a state of emergency in the wake of the Woolsey and Hill fires, meaning it is illegal to charge a price for essential goods and services that is more than 10 percent higher than the price charged immediately before the declaration.

The law applies to consumer food items, goods or services used for emergency cleanup, emergency supplies, medical supplies, home heating oil, building material, housing, transportation, freight, storage services, gasoline, and other motor fuels.

In addition, District Attorney Gregory Totten said as of January 1 new limits will be imposed on rental housing. Rent for housing not rented or offered for rent within one year prior to the declaration will be capped at 160 percent of the fair market value as established by HUD. Daily rentals such as Airbnb are also subject to the price gouging restrictions.


Price gouging is subject to criminal prosecution and carries a penalty of up to one year in county jail and a fine of up to \$10,000. Violators may also face civil enforcement actions and penalties of up to \$5,000 per violation, plus mandatory restitution.

The prohibition will remain in effect until May 31 and covers all of Ventura County.

## County vacation rentals ordinance now effective in coastal zone

The county's Coastal Temporary Rental Unit ordinance enacted in June went into effect on November 1 after it was approved by the Coastal Commission.

One major difference is that the new ordinance includes both short-term rentals and homeshares. Both are defined as dwellings that are rented for a period less than 30 days. However, a homeshare must be the owner's primary residence and the owner must be present in the dwelling while it is being rented. Owners of STRs need not be present when renting out the dwelling.

The new ordinance applies to properties within the Coastal Zone of unincorporated Ventura County. A map of the Coastal Zone boundaries is [available here](#) and the complete ordinance can be [downloaded here](#). 



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## NEW MEMBERS



### 8 New Members Complete Orientation

Eight new REALTORS® completed their new member orientation and MLS orientation in November and received their pins from 2018 President Matt Capritto. The new agents are Oscar Carias-Gomez Jr. with Elite Premier Properties, Sandra Greenland with Keller Williams West Ventura County, Viridiana Lopez with Century 21 Everest, Martin Mejia Leon

with Lotus Real Estate Group, Jose Mendez Mendez with CIMA Realty Group, John Rounds with John K. Rounds Broker, Luciene Silva de Oliveira with Realty ONE Group Summit, and Tyler Stevens with Resource Real Estate. Flanking the new members are Board Members Sher Heard and Capritto. 🏡

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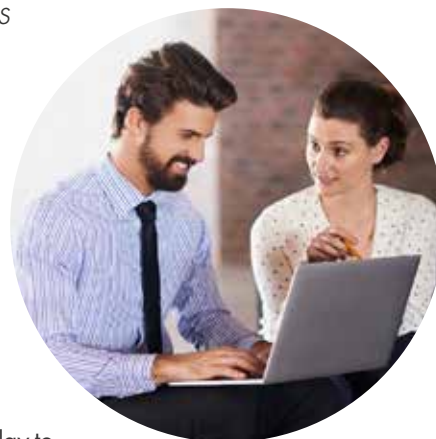
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The *Code of Ethics: Good For Your Clients and Your Business* course reviews each Article, highlighting pertinent changes, and offers important takeaway points you can apply to your day-to-day business dealings to ensure you're always ethical in your business practices.

### **COMMERCIAL ETHICS**

The *Commercial Ethics* course reviews each Article, highlighting pertinent changes, and offers important takeaway points you can apply to your day-to-day business dealings. After all, most ethical issues aren't black or white. Understanding and applying the Code of Ethics to your commercial real estate practice can help you navigate these areas of uncertainty and make the smart decision for your client and your business.

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# VCCAR PRE-TOUR MEETINGS



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Pre-Tour Meetings are open to all members of VCCAR and are held in advance of the physical home tours. This is a great opportunity to network and familiarize REALTORS® with newly listed properties!



## CAMARILLO PRE-TOUR MEETING

**Meets:** Each Thursday  
**Time:** 9:00 AM to 10:00 AM  
**Location:** Boys & Girls Club of Camarillo  
1500 Temple Avenue, Camarillo, CA

## CONTACT

**Moderator:** Tim Hall T: 805-320-3688  
**Coordinator:** Michael Padilla T: 805-340-9037



## OXNARD BEACH PRE-TOUR MEETING

**Meets:** Each Wednesday  
**Time:** 9:00 AM to 10:00 AM  
**Location:** Sotheby's International Realty  
3600 S. Harbor Blvd., #112B, Oxnard, CA

## CONTACT

**Moderator/s:** Mark Chacon T: 805-794-8069  
Jorge DeLeon T: 805-794-7102  
**Coordinator:** n/a



## OXNARD / PORT HUENEME PRE-TOUR MEETING

**Meets:** Each Wednesday  
**Time:** 9:00 AM to 10:00 AM  
**Location:** VCCAR Training Room  
2350 Wankel Way, Oxnard, CA

## CONTACT

**Moderator/s:** Briana Bouffard T: 805-339-3500  
Kathy Courter T: 805-581-3200  
Jeff Comstock T: 805-218-5567  
**Coordinator:** Shelley Wells T: 805-377-9000



## VENTURA PRE-TOUR MEETING

**Meets:** Each Thursday  
**Time:** 9:15 AM to 10:00 AM  
(Networking starts at 8:45 AM)  
**Location:** The Sandwich Factory  
4531 Market Street, Ventura, CA

## CONTACT

**Moderator/s:** Karen Campbell T: 805-320-0225  
Lynn Kenton T: 805-901-5444  
**Coordinator:** Shelley Wells T: 805-377-9000



# REALTOR® ACTION FUND

## DUES BILLING SWEEPSTAKES



The LCRC members of the Ventura County Coastal AOR have approved the following Sweepstakes to encourage voluntary RAF Contributions through the 2019 annual dues billing period.

**\$150.00 gift card** drawing for members contributing \$49.00-\$147.99

**\$300.00 gift card** drawing for members contributing \$148.00 and above

Contest open only to REALTOR® members of Ventura County Coastal Association of REALTORS® (VCCAR). Participants may only win once. VCCAR is not responsible for entries not received due to difficulty accessing the internet, service outage, mail delivery delays, computer difficulties, equipment malfunctions, errors and any other difficulties that may prevent an individual from paying 2019 dues. Drawing will take place on Tuesday, February 26, 2019 during VCCAR General Membership meeting

Members do not need to be present to win. Odds of winning will depend on the number of qualified entries. VCCAR reserves the right to change specific rules for specific contests.

**For more information Contact:**

Marta Golding Brown, Government Affairs Director  
(805) 973-8572 | [gad@vcrealtors.com](mailto:gad@vcrealtors.com)



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