

Ventura County Coastal

Official Publication of the Ventura County Coastal Association of REALTORS®

June 2018



**REALTORS® READY TO
LEND A HAND**

Page 10

Also Inside

Board Elections Begin June 21

VCCAR Speaks Out in Washington, DC



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UPCOMING Meetings/Events

| | |
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| JUNE 18 Professional Development Committee Meeting Boardroom 1:00 PM | JULY 10 HOME Meeting Training Room 11:30 AM |
| JUNE 19 Flexmls Training (Beginners) Training Room 9:00 AM | MLS Committee Meeting Boardroom 1:00 PM |
| YPN Committee Meeting Boardroom 10:00 AM | JULY 12 LGR Committee Meeting Boardroom 3:00 PM |
| Flexmls Training (Advanced) Training Room 11:00 AM | JULY 13 Finance Committee Meeting Boardroom 10:00 AM |
| JUNE 21 - JUNE 23 C.A.R. AE/GAD Institute | YPN Professional Development Series Training Room 1:00 PM |
| JUNE 21 REFAT MEETING Training Room 10:00 am | JULY 16 Professional Development Committee Meeting Boardroom 1:00 PM |
| Leadership Development Committee Boardroom 1:00 PM | JULY 16 - 20 NAR Government Affairs Directors Institute |
| Board Election Opens | JULY 17 Flexmls BEGINNERS Training Room 9:00 AM |
| JUNE 27 National Code of Ethics Training Training Room 10:00 AM | YPN Committee Meeting Boardroom 10:00 AM |
| Candidate Reception & General Membership Meeting Ventura County Office of Education 3:00 PM | Flexmls ADVANCED Training Room 11:00 AM |
| JUNE 28 - 29 C.A.R. Woman Up! Conference | JULY 19 REFAT Meeting Training Room 10:00 AM |
| JUNE 28 New Member Orientation Training Room 9:00 AM | Leadership Development Committee Meeting Boardroom 1:00 PM |
| JUNE 29 Board Election Closes | JULY 24 Board of Directors Meeting Boardroom 9:00 AM |
| JULY 4 Office Closed Independence Day | Biennial Code of Ethics Training Training Room 1:00 PM |
| JULY 9 Affiliate Committee Meeting Boardroom 10:00 AM | JULY 26 New Member Orientation Training Room 9:00 AM |
| VCRDS Committee Meeting Boardroom 1:00 PM | Social Media Strategies with Katie Lance Levity Live 2:30 PM |

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Important Thoughts from a Younger Member

Matt Capritto
2018 VCCAR President



Matt Capritto

Every month, your VCCAR President uses this space in the magazine to talk a bit about the value of the Association, of being part of Organized Real Estate, and the good that our profession does for the community.

This month, I'd like to share the insights of one of our members. Troy Palmquist is the founder and broker of The Address and serves as vice chair of the Leadership Development Committee. I selected him as a scholarship participant in VCCAR's Travel Team to Sacramento last month to participate in C.A.R.'s spring meetings and the annual lobbying day at the Capitol.

Based on his experiences there, Troy wrote a piece for Inman Select recently titled "What I've Learned From Being Part of a REALTORS® Association. Here are some excerpts:

"REALTOR®" is a term and a title that involves a great deal more than merely selling homes. I've been a very active, dues-paying member of the real estate industry for many years, but it wasn't until I attended the recent C.A.R. Legislative Day that I became even more enamored with my field, inspired by my colleagues and committed to upping my game.

First let me explain something that might seem minor to most, but is very important to this story and to our field: the difference between a REALTOR® and a real estate agent.

REALTOR® is a trademarked term that refers to an agent who is an active member of the National Association of Realtors, the largest trade association in the U.S. This distinction was never clearer to me than during my attendance at the C.A.R. legislation day. These associations and their board members do so much good for each resident and professional of every community. Their work on the local, state and national level is extremely valuable in so many ways.

They afford brokers and agents incredible advantages that go way beyond access to the multiple listing service and the C.A.R. contract and forms — and many people seem to take this for granted.

I also left with a new understanding of why voting for your local association's board positions and having an outstanding CEO like Wyndi Austin is so important. VCCAR has an impressive board of directors, CEO, committees, and staff, all who help make our agents successful and give back to the community.

Though I am currently involved as the vice chair on the professional development committee, this eye-opening C.A.R. outing has inspired me to be even more active — and maybe even pursue a board position myself one day.

REALTORS® aren't just here to help buy and sell houses, but also to protect the American dream, keep it alive and well and make sure everyone has the opportunity to experience homeownership.

REALTORS® are in their own league, and should be encouraged to really dig in and be part of their local, state and national real estate organizations. Young agents should become involved with their local YPN groups to help shape their business and, just as importantly, lay the groundwork for all the good they are poised to do.

“REALTORS® aren't just here to help buy and sell houses, but also to protect the American dream.”

While completing our necessary day-to-day tasks remains a large part of our job, it's important that we strive to go above and beyond. Reaching farther, thinking broader and joining our vital associations is the ultimate step to helping ourselves, our colleagues, our clients and our communities.

Well said, Troy. I look forward to seeing how you and other younger members of VCCAR lead us into the ever-changing future.

(Editor's note: Subscribers to Inman Select can read the [entire article here](#). 



Troy Palmquist, left, with Bonnie Goetz and Tom Buenger in Sacramento last month.

Two VCCAR Leaders Seek to Become 2020 President

Two seasoned VCCAR leaders are running to become the Association's 2020 president in online elections that begin on Thursday, June 21, and end at 5 p.m. on Friday, June 29. In addition, there is one candidate for the new position of first vice president and three candidates for three open slots on the Board of Directors.

Members will have the chance to hear candidate presentations at this month's General Membership Meeting, which will take place on Wednesday, June 27, from 3-5 p.m. at the Ventura County Office of Education, 5189 Verdugo Way in Camarillo.

VCCAR members approved bylaw changes that revised how officers are elected. The position of treasurer, now held by Carolyn Triebold, has been made an appointed post and the new position of first vice president has been established to serve as the first rung in the leadership ladder. The term will last for one year.

The president-elect will serve for two years – the first year as president-elect and the next as president.

For 2019, current President-Elect Jorge DeLeón will serve as president.

Running to succeed him are **Carolyn Triebold**, an agent with Dilbeck Estates in Camarillo, and **Tim Comstock**, an agent with Comstock & Calhoun.

Comstock wrote the following for his candidate statement: "I have been involved with committees, work groups for the last 4-5 years. I am currently a director, chair the MLS Committee, am a voting member for VCRDS, and a director of CARETS. I also teach the bimonthly rules and regulation class at the board. My Dad is a two-time past president of the board and I look forward to the opportunity of earning the candidacy as a future leader."

Triebold wrote the following statement: "Having served on the Board of Directors for two years and as Treasurer this past year, I would like to continue my service to our association. I have seen so many excellent changes in the past three years, and I am honored to have been a part of those changes. I hope to continue to support our association by offering my perspective as a Sales Manager for an Independent Brokerage and as a working REALTOR®, while keeping an eye on what is happening now and in the future in the Real Estate Market."


Running to become first vice president is **Sher Heard**, an agent with Comfort Real Estate Services: "The importance and role of the REALTOR® has never been more at risk. We must continue to advocate to keep the REALTOR® at the center of the real estate transaction. Having first joined the industry in 1982 and becoming licensed in 1985, I have many years of longevity and experience to bring to the table. I have learned the importance of collaboration and forward thinking to keep myself and our office active and thriving in all the various markets we have experienced. My desire is to continue to serve our local membership and always improve the services and offerings we make available to our members. I would consider it an honor and be committed to serving as the First Vice President of this organization that has served me well for so many years."

Three people are running for the Board. **Jim Keith**, an agent with Berkshire Hathaway Home Services California Properties, is seeking re-election, while **Rebecca Elliott**, the Designated REALTOR® with Keller Williams West Ventura, and **Bridget Goncalves**, an agent with Joe Kapp Real Estate, are seeking to join the board, filling vacancies left by Heard and Comstock.

"We are all in a business that has changed greatly over the last two decades, and continues to evolve," Keith wrote. "As an association and as individuals we must be aware of and in most cases adapt to many of the seemingly never-ending new and sometimes disturbing trends that affect the way we do business. Each year seems to bring new laws and regulations, most of which resulted from the behavior of a few bad actors. We must be aware of these requirements, and be willing to stand at the forefront of the effort to ensure that our association leads the way."

Elliott wrote the following: "I had been on the VCCAR Board of Directors for several years and thoroughly enjoyed being a part of our REALTOR® leadership. I worked alongside many talented and professional REALTORS. At a point in my career when I am witnessing the success of so many agents, and also feeling the challenges ahead of us with social media and technology, I feel I would enjoy expanding my knowledge and sharing leadership with others."

And Goncalves wrote this: "As a Ventura native, I have a passion for our industry and our presence in the community. I hope to further the professional development of our members, and continue to raise the standard of business practices across the board. As a director, I can offer my 14 years of experience and my desire to grow as an agent as well as a leader to my peers. We need to embrace the changes upon us, and help all of our members to transition through the exciting things ahead of us."

Voting will take place on the [VCCAR website](#). 



Carolyn Triebold



Tim Comstock



Sher Heard



Jim Keith



Rebecca Elliott



Bridget Goncalves

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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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Board Names Esquibias as 2019 Treasurer



Juliet Esquibias

The Board of Directors last month appointed Juliet Esquibias, a sales associate for Coldwell Banker Residential in Oxnard Beach, to serve as VCCAR's treasurer for 2019. Association President Matt Capritto said the Board and membership changed the bylaws to appoint the treasurer to ensure it was filled by a well-qualified individual with a finance background.

"Juliet was appointed to the Finance Committee last year, and has the finance background and depth of knowledge and stewardship the Board was looking for. She's the perfect candidate," he said.

Beginning next year, a new elected position, First Vice President, has been created. You can read more about the candidates for this year's officers and directors on [page 4](#).

Esquibias is a Southern California native whose father owned the Busy Bee restaurant in downtown Ventura for many years. She began her real estate career in St. Petersburg, Fla., in 2002 before relocating to Southern California the following year.

Learn About Social Media Strategies at Upcoming Event

Katie Lance, a social media expert specializing in working with REALTORS®, will help you create your social media story at an event sponsored by the Affiliate Committee on Thursday, July 26, at Levity Live in Oxnard. Lance will share information on how to keep up with technology trends, telling your story online, and using social media to promote your business.

The event will also include networking, food and drinks, and vendor bingo. Tickets are \$20 and can be obtained on the [VCCAR website](#). Thanks to our sponsors: Axia Home Loans, Guild Mortgage, First American Title, Stewart Title, and First American Natural Hazard. Additional sponsorship opportunities are available. Contact [Erika Serrano](#) for more information, and see [Page 22](#) and [Page 23](#).



Katie Lance

Candidate Reception to Highlight General Membership Meeting

VCCAR's next General Membership Meeting will be held on Wednesday, June 27, at the Ventura County Office of Education, 5100 Adolfo Road in Camarillo, from 3-5 p.m.

Highlighting the meeting will be an opportunity to talk to candidates for President-Elect and the Board of Directors, along with important updates on state and national issues. The meeting is free and you can [register online](#).

Flexmls Training Offered

Beginning and advanced training classes to help you get full benefit from the Flexmls system will be offered on Tuesday, June 19, and Tuesday, July 17. Topics to be covered include basic tips and tricks, how to add a new listing, creating contacts, and portals and prospects.

The beginning classes will be held at the VCCAR offices from 9-10:30 a.m., with advanced classes from 11 a.m. to noon.

You can [register online](#). 

Forget Something?

The NAR Code of Ethics training deadline is



THE NATIONAL ASSOCIATION OF REALTORS® | NAR.REALTOR/CODE-OF-ETHICS/TRAINING

Are You in Compliance?

All REALTORS® must meet the Code of Ethics requirement by December 31, 2018.

Register to attend a **FREE** class at **VCCAR!**

Fri JUN 15 9:00 AM to 11:30 AM

Tue JUL 24 1:00 PM to 3:30 PM

Tue AUG 14 9:00 AM to 11:30 AM

Tue SEP 11 9:00 AM to 11:30 AM

Tue SEP 11 1:00 PM to 3:30 PM

BIENNIAL CODE OF ETHICS COURSE

Meet the NAR requirement by attending a Biennial Code of Ethics course no later than December 31, 2018.

Upon completion of the course at VCCAR your membership record will be notated as "in compliance".



Jim Keith
Instructor

For more information visit: www.vcrealtors.com/code



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U.S. House Prices Going to Rise at Twice Rate of Inflation

CNBC | June 6

An acute shortage of affordable homes in the United States will continue over the coming year, according to a majority of property market analysts polled by Reuters, driving prices up faster than inflation and wage growth. After losing over a third of their value a decade ago, which led to the financial crisis and a deep recession, U.S. house prices have regained those losses — led by a robust labor market that has fueled a pickup in economic activity and housing demand.

[Read more](#)

June Is National Homeownership Month

RIS Media | June 5

June is National Homeownership Month, and the industry is recognizing the importance of homeownership as a milestone of the American Dream. "Homeownership serves as an enduring symbol of security and prosperity, and it provides many Americans with a legacy they can pass down to their children and grandchildren," said HUD Secretary Ben Carson in a statement. "During National Homeownership Month, we recognize the abiding value of owning a home, and we rededicate ourselves toward helping hard-working families to find their place in the American dream."

[Read more](#)

Foreign Buyers No Longer Finding Deals in California Real Estate

San Jose Mercury News | June 4

DeLeon Realty used to shuttle Chinese investors on home tours around Silicon Valley in a 14-seat Mercedes van. But when the flow of Asian investors slowed about two years ago, the Palo Alto brokerage replaced the van with a couple of sedans — a Bentley and a Maybach — to cater to a new, smaller class of wealthier clients. "We sold the bus," said DeLeon CEO Michael Repka. "By that time, we had already seen the shift."

[Read more](#)

How Will Tax Reform Impact California's Housing Market?

Globe Street | May 30

Earlier this month in a Wall Street Journal op-ed, economist Arthur Laffer posited that high-income homeowners will flee California and New York as a result of the recent tax reform. Laffer isn't alone. Many economists and real estate experts have suggested that the tax reform severely impacts coastal homeowners, who typically have higher property values. Paul Wassgren, a real estate partner at DLA Piper, however, disagrees that there will be any significant negative impact from the tax reform. Actually, Wassgren says that the benefits to companies could potentially offset the increased costs. We sat down with Wassgren for an exclusive interview to talk about the impacts of the tax reform in California.

[Read more](#)

Home Prices Soared in County

Ventura County Star | May 25

A dip in home sales last month did not stop Ventura County's median housing price from steadily climbing higher in April. In Ventura County, 857 homes were sold in April with a median price of \$585,000 according to a report by CoreLogic, an Irvine-based firm that tracks the housing industry. That is a 4.5 percent drop from the 897 homes sold in the county in March and a 3.5 percent price bump from March's \$565,000 median home price.

[Read more](#)

Southern California's Median Home Price Hits Record \$520,000

Los Angeles Times | May 23

Southern California home prices in April surged 7.2% from a year earlier to reach an all-time high, a sharp increase at a time when rising mortgage rates are making an already pricey housing market even more so. The region's median sale price for new and resale houses and condos was \$520,000, up \$1,000 from the previous high set in March, according to a report released Wednesday by real estate data firm CoreLogic.

[Read more](#)

Is Mortgage Lending Freedom Ahead?

RIS Media | May 23

Change is coming to the mortgage industry in the form of lessened restrictions for many community banks, along with greater consumer protections. The Economic Growth, Regulatory Relief and Consumer Protection Act—a bill rolls back many Dodd-Frank Wall Street Reform and Consumer Protection Act regulations imposed in 2008 following the financial crisis—has been signed into law. Just two months after it passed the Senate in a 67-31 vote on March 14, it was voted in by the House on Tuesday (248-159), and signed by President Trump on Thursday.

[Read more](#)

When Will Next Recession Hit? Zillow Offers a Prediction

Sacramento Business Journal | May 22

A question on the minds of many business owners and operators is when the United States' near record economic expansion will end. The answer is likely 2020, when the country enters the next recession, according to Seattle-based Zillow's latest Home Price Expectations Survey of more than 100 real estate experts and economists. The survey, conducted by Acton, Massachusetts-based Pulsenomics LLC, asked them predictions for the housing market, including when and what will trigger the next recession.

[Read more](#)



California Turns to Homeowners to Help Solve a Crisis

Bloomberg | May 21

Policies to address California's housing crisis have to take into account two stubborn facts: Homeowners are much less likely than renters to want to see more housing. And three-quarters of the state's voters are homeowners. So the trick to adding new housing, especially in expensive cities, is finding policies that appeal to the interests of homeowners. One such policy is showing promise.

[Read more](#)

Housing Rebuffed for Refinery Site Near Ventura

Ventura County Star | May 15

County supervisors turned back an effort Tuesday to build almost 700 units of multi-family housing on the former Petrochemical Co. refinery site north of Ventura, a decision the developer says killed the project for good. "It's done," developer-builder Vince Daly said after the 4-1 vote went against him. 🌱

[Read more](#)



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Giving Back Goes to a Higher Level

VCCAR and other area AORs taking applications to provide up to \$3,000 in disaster assistance funds to fire and debris flow victims

By John Frith

VCCAR Editor and PR Consultant

REALTORS® giving back to their community has long been a guiding principle for VCCAR, and that has never been more true than in the six months since the Thomas Fire and ensuing Montecito Debris Flow caused widespread destruction in Ventura and Santa Barbara counties.

The most recent example is an innovative effort now under way to reimburse a month's mortgage or rent payment – up to \$3,000 – to people whose homes were damaged or lost. In just the first two weeks after the program was announced on May 24, 80 families had already applied for the reimbursement, said VCCAR Government Affairs Director Marta Golding Brown, who is coordinating the program along with colleagues from the Santa Barbara County AOR and the Greater Ojai Board of REALTORS®.

The biggest wildfire in recorded state history broke out on December 4 near St. Thomas Aquinas College in Santa Paula. Before it was finally contained in January, more than 700 homes were destroyed and many more structures were damaged. Then in late January, torrential rains in fire-scarred hillsides above Montecito caused massive mudslides that killed 21 people, injured 28 more, and damaged or destroyed more than 380 homes.

Initial efforts to help

In the days immediately after the fire broke out, VCCAR opened its doors to become a drop-in center for people needing a place to conduct business, and then became a collection point for food, water, clothing, business and household items for distribution. On their own, REALTORS® and affiliates volunteered countless hours in the weeks to come to help families who lost their homes. (See March issue of [Ventura County Coastal](#).)

But officials for the three associations started talking about ways they could continue to help. After VCCAR's Board of Directors wholeheartedly supported the concept in late January, things got moving quickly.

"We thought we could get grants from NAR and C.A.R. to provide assistance, so we met in Carpinteria on February 14 to see how we could qualify for them," Golding Brown recalled. "We knew the grant programs were really designed for other homeownership issues and that we were putting a square peg into a round hole, but we thought it was worth a try."

NAR's Realtors' Relief Foundation fit the bill fairly well as it was designed to provide housing-related assistance to victims of disasters. For example, in the wake of Hurricane Sandy

“We were putting a square peg into a round hole, but we thought it was worth a try.”

in 2012, the fund provided \$919,300 in financial assistance grants to 666 families.

C.A.R.'s Housing Opportunity Fund is different. It was designed to help homebuyers qualify for homeownership, for example by providing assistance to pay the buyer's HOA fees for up to a year. And program funds must be used for homeowners, first-time buyers, veterans, and people age 55 and older.

"Our idea was still helping with housing affordability, it just wasn't the typical way of doing it," Golding Brown said.

Preparing the proposal

The three associations put together application forms, determined how to administer and disburse funds if the grants were approved, and prepared a 47-page application to NAR and C.A.R. that outlined the extent of the disaster and information about median home prices and rents in the affected areas.

VCCAR President Matt Capritto and Andy Alexander, his counterpart in Santa Barbara, personally made their case to the Housing Affordability Fund board in Sacramento on May 1.

"Today, we are here to request funds that will allow our combined Associations to provide aid to our communities in the form of housing assistance for people affected by these tragic events," Capritto told the board members.

"It's important for you to understand the depth of this crisis. My father's home – the family home of 45 years – burned to the ground. Imagine waking up with the clothes you wore yesterday and not having clothes for today. The devastation continues when you realize you need to find an immediate place for your family.

"And that is just the beginning for scores of people in our communities. Many have utilized savings and credit cards to stay afloat. We are discovering that as a result of this disaster, many are still facing financial hardship. We want to help people return to their homes and stabilize the market."





Were you affected by
the Thomas Fire
or Montecito
Debris Flow Disaster?



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A definite need for assistance

He also told the HAF Board that while many people think of Santa Barbara, Ojai, and Ventura as wealthy enclaves, that is not the case for everyone.

"Our request is to assist those that make up the fabric of our community – the teachers, firefighters, police. The service providers we depend on – plumbers, painters, and electricians to name a few," he said.

Alexander outlined how the program would be marketed.

"We will reach out to the community through our amazing REALTOR® network, the disaster recovery information centers in each county, our association websites, social media, and the press," he said. "Once applications come in, staff at each association will review and verify the applications. Depending on which fund the applicant qualifies for, we will disburse the money."

Ultimately, both grants were approved -- \$500,000 from NAR and \$150,000 from C.A.R. The funding is expected to help about 220 area families – and all of the funding will go

to direct assistance, with the three associations absorbing administrative costs.

Golding Brown said VCCAR has enlisted REALTORS® to work with staff on a task force that reviews and approves applications.

"That's been really helpful," she said. "Members know their neighborhoods, names, and places. Often a task force member will say, 'Oh yeah, I know that family. I know for sure their house was burned down.'"

"And that's why we're doing this. REALTORS® are a big part of the fabric of the community. REALTORS® were forced from their homes. They were affected personally, along with their friends and family, like Matt's dad. This is one way we can help the community and give back."

Applications can be downloaded from the [VCCAR website](https://www.vccar.org). For more information about the program, contact Golding Brown at gad@vcrealtors.org.

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Date: Wednesday, June 27th

Time: 2:30 PM Check-In · 3:00 PM to 5:00 PM Program

Location: Ventura County Office of Education
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Thursday, June 21

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NAR LEGISLATIVE MEETINGS



Rep. Julia Brownley, center, meets with members of the VCCAR and CSMAR travel teams in the Rayburn Reception Room in the Capitol.

VCCAR Travel Team Meets With Congressional Delegation

Net neutrality, the National Flood Insurance Program, tax policy, and equal access to housing opportunities were the four main issues VCCAR's Travel Team discussed with the county's congressional delegation during the annual trip to Washington, D.C., to participate in NAR's Legislative Meetings on May 14-19.

Representing the Association this year were President Matt Capritto, President-Elect Jorge DeLeón, CEO Wyndi Austin, and Government Affairs Director Marta Golding Brown.

Golding Brown said advocacy plays a critical role in advancing public policies that build strong communities and promotes a vibrant business environment. Additionally, she said supporting REALTOR® Champions at the national, state, and local levels helps increase our influence in an uncertain legislative, regulatory, and political environment.

The Travel Team met with Reps. Julia Brownley, D-Thousand Oaks, and Salud Carbajal, D-Santa Barbara, during visits to Capitol Hill. Capritto said both lawmakers were "extremely warm and receptive regarding the NAR issues we presented."

This year, NAR is supporting legislation to restore Obama Administration rules that ensure that Internet service providers cannot block, throttle, or establish paid prioritization (Internet fast lanes), arguing that REALTORS® depend on open Internet access and that removing net neutrality could make it harder for smaller firms to compete with larger entities on the Internet.

The rules officially expired this month.

On the flood insurance issue, the House of Representatives voted without opposition last November to enact a

comprehensive reform measure that would reauthorize the program for another five years. If the Senate does not act by July 31, the program will expire. NAR warns that failure to act would cost 40,000 property sales nationwide each month. Parts of Ventura County require flood insurance so it's an important local issue as well.

NAR is also continuing to seek reforms of the federal tax bill last year that limits the deduction on state and local taxes to \$10,000. To begin with, NAR is asking lawmakers to double the deduction cap to \$20,000 for married couples, arguing that it's a marriage penalty to have the same deduction limit for single and married taxpayers. The Association also is asking that the cap amount be indexed for inflation.

And NAR is lobbying for several housing opportunity measures, including supporting passage of legislation to protect Americans from housing discrimination based



Capritto takes advantage of a rainy day after leaving the Capitol.

VCCAR's Travel Team –
Marta Golding Brown,
Jorge DeLeón, Matt
Capritto, and Wyndi
Austin.



on sexual orientation and gender identity, and urging the Department of Housing and Urban Development to quickly enact regulations to would allow reforms in FHA's condominium rules to go into effect.

NAR also conducted business meetings during the week. Capritto said NAR CEO Bob Goldberg is making great strides in reinventing the national Association.

"He is streamlining internal processes, making the tough decisions about the value of all programs offered, and has a desire to stimulate innovation and be more responsive to members' needs," Capritto said.

Capritto also noted that NAR voted to increase dues by \$30. Of that, \$17 will go toward REALTOR® Party programming and \$13 will fund operating programming.

Besides participating in the Hill visits and NAR meetings, DeLeón said a highlight for him was attending the Fair Housing celebration at the National Museum of African American History and Culture.

"The presentation was moving and a reminder that we still have a lot to do to make housing available to all," he said. 🌱



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Tom Hanna updates YPN members on tax law changes.

YPN Marketing/Tax Law Class Was Well-Received

YPN's Professional Development Series held an informative class on Marketing Trends and Tax Laws on June 5 at the VCCAR office.

Tristan Ahumada, creator and co-founder of the Lab Coat Agents Facebook page and a REALTOR® with Keller Williams, shared innovative ideas to help automate and market your business. Ahumada explained the importance of online marketing, saying that over 90 percent of people now start their home buying journey on the computer. Of those, 65 percent request a showing of a home they saw online. He has developed a system of utilizing automated online tools that helps the real estate professional keep up with their potential business in a timely way and potential capture more business.

In addition to learning about great marketing techniques, YPN also had tax law specialist Tom Hanna speak on tax law changes for 2018. Hanna is also a licensed mortgage broker and real estate agent.

And as always, thank you to our sponsors – Synergy One Lending, LoanDepot, Fidelity National Home Warranty, CSMC Mortgage, and Wells Fargo Home Mortgage. 🌴



YPN Committee Chair Tom Buegner, Vice Chair Erica Binns-Restivo, and VCCAR President Matt Capritto.



Tristan Ahumada gives ideas on business marketing

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NEW MEMBERS




A total of 24 new REALTORS® were sworn in and presented with their pins at the New Member Orientation last month at the VCCAR offices.

Front row, left to right: Deirdre Cutting, Premier Options; Glessie Donar, Berkshire Hathaway HomeServices; Tracey Hoffman, Ventura Real Estate Company; Anita Lashkari, Buena Properties; Anna Schutze, Trusted Real Estate Enterprises; Daya Simental, Superior Realty Group.

Middle row, left to right: VCCAR President Matt Capritto; Anna Maria Gonzalez, Exit Castillo Realty; Joni Willis, Pat Willis Real Estate; Victoria Eggebraten, Coldwell Banker PropertyShope; Sally Rea, Keller Williams West Ventura County; Lesli Fernandez, Century 21 Troop Real Estate; Beatrice Rivera, Realty Executives California; Krista Callahan-Gray, RE/MAX Gold Coast; Kat

Hitchcock, Berkshire Hathaway HomeServices; Michelle Sezzi, Keller Williams West Ventura County.

Back row, left to right: Andrew Vaughn, Keller Williams West Ventura County; Adolf Ramos, Keller Williams West Ventura County; Adrian Guzman, Century 21 Troop Real Estate; Lee Manning, Berkshire Hathaway HomeServices; Adrian Lopez, Century 21 Troop Real Estate; Andrew Krause, Law Offices of Krause & Hirschhorn; Ray Gutierrez, Raymond Gutierrez Jr. Broker; Jeffrey Wyrick, Century 21 Troop Real Estate; Martin Basaldua, Keller Williams West Ventura County. 

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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.

Continued Drop in Homes on Market Attributed to Weak County Economy

Simply put, there aren't many properties on the market in Ventura County, according to data from the Ventura County Regional Data Share MLS and Realtors Property Resource.

As of the end of May, there were 1,830 active listings countywide, down a staggering 23 percent from May of 2017 and up a scant 3.4 percent from April. And the number of new listings during the month also continues to drop off, with just 947 new properties coming on the market in May. That was down 13.5 percent from a year ago and up 5.9 percent from April.

C.A.R. Senior Economist Jordan Levine said the problem may stem from an underlying weak economy.

"Unlike the rest of the state, Ventura isn't seeing the same turnaround in active listings yet," Levine said. "Demand for housing is there and home prices are rising, but according to the latest estimates from the Commerce Department, Ventura isn't enjoying the same pace of economic growth as its neighbors to the north and south, which could be contributing to the lackluster inventory numbers."

The median listing price during the month rose in almost exact proportion to the decline in new listings, climbing 14 percent from the previous year to \$695,000. That was a 1.5 percent increase from April. And on a square footage basis, the median listing price was \$370, up 7.9 percent from May 2017 and up 1.1 percent from April.

Just 3.2 months of inventory were on the market at the end of the month, down 19.5 percent from a year ago and down 6.6 percent from April.

On the sales side, there were 645 closed sales during the month, down 4.6 percent from the previous year and up 13.4 percent from April. Pending sales totaled 385, down 19.8 percent from the prior year and basically unchanged from April.

The median sales price last month was \$605,000, up 6.1 percent from May 2017 and up 2.5 percent from April. And the median price per square foot stood at \$354, up 5 percent from 2017 and up 1.1 percent from April. 📈

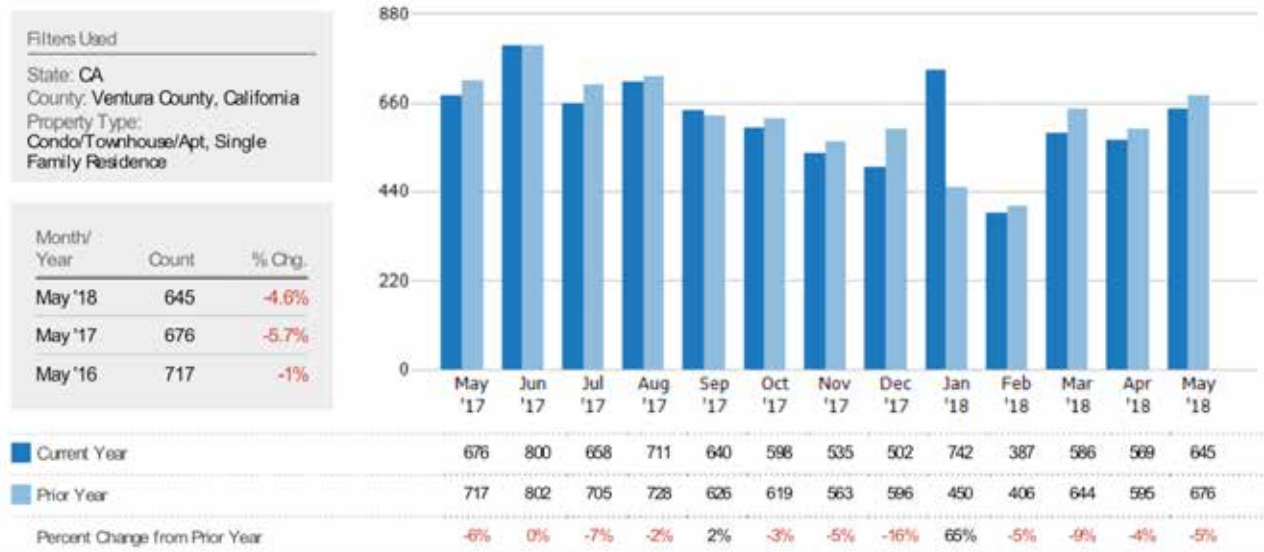


Market Data Report

VCCAR Report

Closed Sales

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





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