

Chandler Pacl

From: VCCAR <communications@vcrealtors.com>
Sent: Tuesday, September 29, 2026 10:12 AM
To: Chandler Pacl
Subject: VCCAR Bi-Weekly Insights



Explore updates, events, and member resources below.

- Association Rush - Registration!
 - Communication, Collaboration and Close - Listen for Connection w/ Monica Neubauer
 - YES, ON PROP 37!
 - FOREWARN - Set up your Account Today!
 - FREE October Lunch & Learn - Stayin' Alive in 2026 w/ Ryan Kleis
 - VCCAR Shred Event - We Shredded over 6,000 lbs!
 - Breakfast with the City Managers
 - VCCAR Roadshow
 - C.A.R. News
 - N.A.R. News
 - Pre-Tour Meetings
-



Join us October 14 for Association Rush, where you'll have the opportunity to meet VCCAR committees and workgroups, learn what they do, and discover how you can get involved in 2027.

Expect drinks, appetizers, a harbor cruise, and more + **it's a FREE event!**

Plus, ALL Attendee's receive a FREE 3 Month Membership to Channel Islands Maritime Museum!

Cruise Times - 4:00PM, 4:45PM and 5:30PM!

Registration open NOW! Check your email for the registration link and more event details.

[Register Now](#)

[Become a Sponsor](#)



FREE ONLINE CLASS
VIRTUAL • LIVE ON ZOOM

Communication, Collaboration *and* Close

LISTEN FOR CONNECTION



**Wednesday,
October 20, 2026**



10:00 AM – 11:30 AM



Instructor:
Monica Neubauer

Monica Neubauer
INSTRUCTOR

YOU are the connector in the real estate transaction.

Agents are at the beginning with the initial planning with the client, and in ongoing work with the vendors and other agents through the whole transaction to the close and beyond.

Does your communication and collaboration improve your business and the client's experience? An ability to listen and guide the environment will help you be the real estate professional they return to again and again!



Scan to
REGISTER



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Join us!

YES ON PROP 37 A NEW PATH TO HOMEOWNERSHIP FOR CALIFORNIA'S MIDDLE CLASS.



REALTORS® know firsthand how difficult it has become for middle-class Californians to achieve the dream of homeownership.

Proposition 37 can help change that, and California REALTORS® can help get it passed.

C.A.R. is proud to sponsor Proposition 37 and VCCAR will be actively promoting it locally.

Now, California REALTORS® can join us to expand homeownership opportunities.

Learn about Prop 37. Share it with your network.

Use your voice. And vote YES on November 3.

[Vote Yes on Prop 37](#)

The image shows the Forewarn logo, which consists of a stylized shield icon with red and black segments, and the word "FOREWARN®" in bold, black, sans-serif capital letters. Below the logo is a blue banner with the text "NOW AVAILABLE AT VCCAR" in white, bold, sans-serif capital letters. To the right of the logo is a smartphone screen displaying the Forewarn app interface. The screen shows a search result for "John Doe" with the address "123 MAIN ST, BOCA RATON, FL 33431" and "Age 38". Below this, there are several sections with icons and text: "Phone Records" (4 found), "Address History" (4 found), "Possible Criminal/Infraction Records (Stronger matches only)" (22 found), "Possible Criminal/Infraction Records (Weaker matches only)" (None found), "Possible Court Records" (14 found), "Vehicle Records" (4 found), and "Property Records" (1 found). Each section has a right arrow indicating more results.

FOREWARN is Now Available to VCCAR Members!

As a VCCAR member, you now have access to FOREWARN, a safety platform designed to help REALTORS® make more informed decisions when working with clients and prospects.

Use FOREWARN to help verify identities, assess potential risks, and gather information before meeting someone in person, all from one easy-to-use platform.

Check your email from VCCAR for your account setup details or click below to get started.

Register Now

STAYIN' ALIVE
in 2026

HUSTLE UP AN EXTRA LISTING THIS YEAR!
According to the National Association of REALTORS®, **51% of homes sold last year were from homeowners 59+ years old.** Why are they selling and how can you be the agent that gets the listing? In this **FREE REALTOR®** symposium, you will learn all about the issues older homeowners are concerned with and what is important to them when they decide to sell. Get to this class and get the low down so you can put some boogie in your pipeline!

LEARN ALL ABOUT

- ☒ **WHY OLDER HOMEOWNERS ARE SELLING**
What are the specific cash flow, tax, and estate issues older homeowners are concerned with?
- ☒ **LOANS, REVERSE MTGS, FINANCING**
Learn advanced strategies for reverse mortgage refinances and reverse mortgage for purchases, and how higher interest rates cause issues for our retired homeowners.
- ☒ **HEIRS, TRUSTS, AND TITLE ISSUES**
Learn about the concerns of heirs and how helping them be set up for success can earn you the listing down the line
- ☒ **TOOLS AND STRATEGY**
How do you apply this knowledge and boost your day-to-day business without doing more than what you're already doing?

SPEAKER
RYAN KLEIS Reverse Mortgage Educator

OCT 28 **FREE LUNCH AND LEARN!**
11AM - 12:30PM
2350 Wankel Way
Oxnard, CA, 93030

CLICK HERE TO REGISTER

TheReverseEducators.com
r4p@TheReverseEducators.com
(888) 242-5959

CA Department of Real Estate LIC #01932729 - NMLS #1064287. This material is not from HUD or FHA and has not been approved from HUD or FHA.

Did you know!?

51% of homes sold last year were from homeowners 59+ years old. How can YOU be the agent to those listings?

According to the National Association of REALTORS®, 51% of the homes sold last year were from homeowners 59+ years old.

Why are these homeowners selling, and who will be getting these listings?

Register for our FREE October Lunch & Learn!

Registration Open!



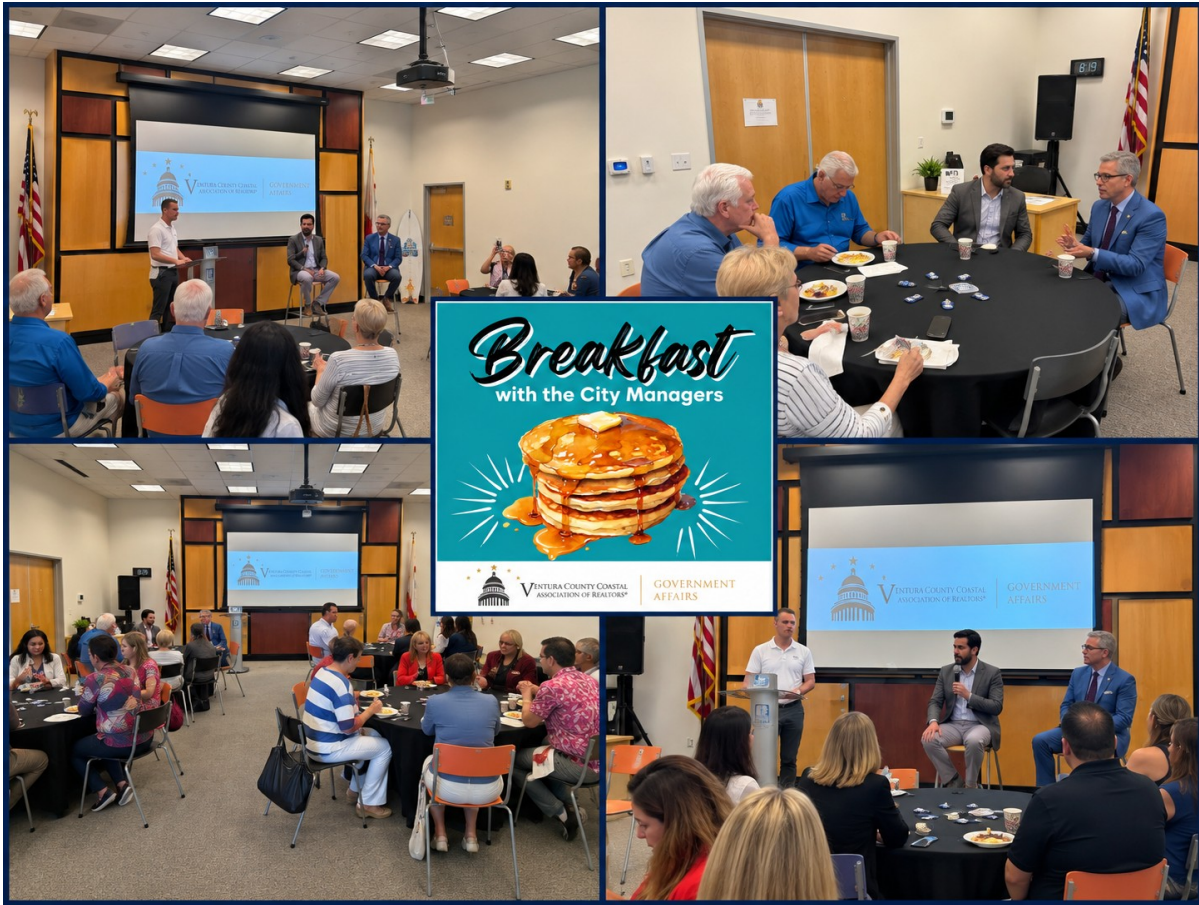
Member Only Shred Event

Thank you to everyone that participated in our Shred Event!

Combined we shredded over 6,000 lbs!

September is REALTOR® Safety Month. Again, we appreciate all our member for entrusting us to shred those unwanted documents.

Thank you!



Thank you to all of those who joined the Ventura City Manager Bill Ayub and Oxnard City Manager Alex Nguyen as they discussed city priorities, housing and development, infrastructure, economic development, and the future of their communities.

We had a successful turnout and Breakfast was delicious!



This month, VCCAR is hitting the road—and we'd love to visit your office. We'll stop by your office for a 10-15 minute presentation from our CEO. What to expect:

- Association Updates
- Member Benefits
- SentiLock Demo
- Lockbox Giveaway

[Schedule My Visit](#)

September 16, 2026

California home sales and prices rise in August despite higher mortgage rates, housing costs, C.A.R. reports

Existing, single-family home sales totaled 269,620 in August on a seasonally adjusted annualized rate, up 2.4 percent from 263,320 in July and up 1.4 percent from 265,780 in August 2025.

August's statewide median home price was \$901,420, up 1.6 percent from \$887,210 in July and up from \$900,620 in August 2025.

Year-to-date statewide home sales were up 1.8 percent in August.

[August home sales and price report](#)



REALTORS® Relief Foundation, 25 Years of Delivering Hope After Disaster

The REALTORS® Relief Foundation marks 25 years, having given more than \$53 million in housing aid to over 50,000 families after disasters.

PRE-TOUR MEETINGS

Pre-Tour meetings are open to all members of VCCAR and held in advance of the physical home tours.

NOTE: All listings must be entered into the MLS no later than 7:45 AM PST on the day of the Pre-Tour meeting(s). *Listings entered after that time will not be included.*

Do you have a home to showcase at the Pre-Tour meeting?

Create a "[Tour of Homes](#)" listing and add it to the MLS. Print a [Pre-Tour sheet](#) from the MLS.

VIDEO: How to [search broker open house properties](#), save your searches, and add them to favorites for easy access online and in the FlexPro mobile app.

OXNARD

Sept 30 & Oct 7
9:00am

VCCAR Oxnard Office
2350 Wankel Way
Oxnard, CA 93030

HERITAGE VALLEY

October 7
9:00am

Red Engine Brewing
803 W. Ventura St.
Fillmore, CA 93015

VENTURA

October 1 & 8
9:00am

Sandwich Factory
4531 Market St
Ventura, CA 93003

CAMARILLO

October 2 & 9
9:00am

Slate Bistro
4850 Santa Rosa Road
Camarillo, CA 93012

Realtor Resources

New REcore Workspace // [CRMLS](#)

July 2026 Home Sales & Price Report // [CAR](#)

STEPS Toward Home Ownership Zoom // [CAR](#)

CRMLS Broker Report // [CRMLS](#)

Flex MLS System Update // [CRMLS](#)

Stay Connected with Us!



This message was sent by Ventura County Coastal Association of REALTORS®. To change your preferences or opt out, [click here](#)

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