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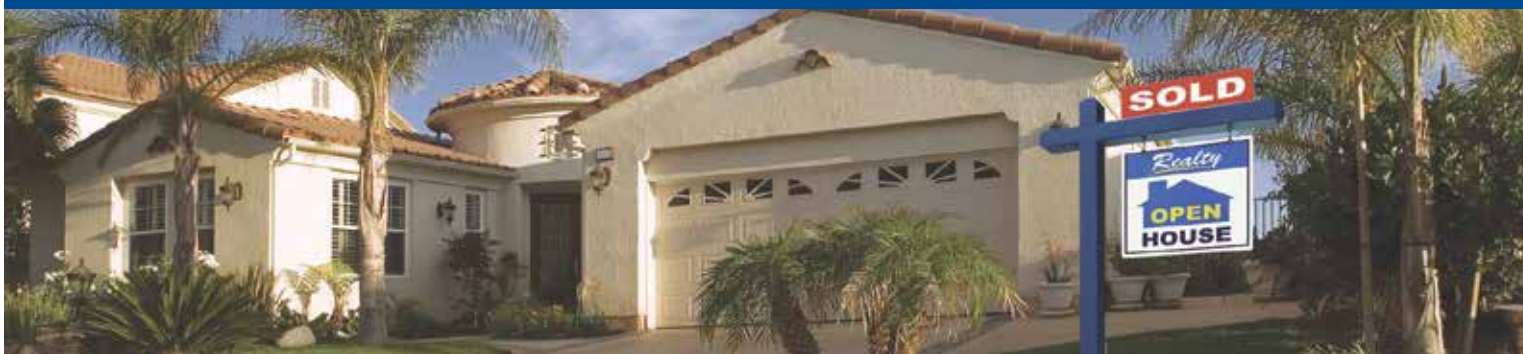
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Steve Fraioli: From Tough Streets of NY to SDAR President

Steve Fraioli was installed as the 2018 President of the Greater San Diego Association of REALTORS® at a

luncheon at the Hilton San Diego Bayfront on January 12.

Steve Fraioli acknowledges that he grew up on some tough streets of Brooklyn, N.Y., but that it was with the encouragement of parents, colleagues, and his wife Adele and their family, that he was able to create a career that led him to the leadership of one of the largest REALTOR® associations in the country.

In his mid-20s he began working for a Wall Street firm at a job that “looked good on a resume,” but not one that he could envision as a career. With his skills as a salesman, he was courted by a high-end fabric company that sent him to Florida where he was a manufacturer’s representative for 20 years and met and married Adele, his partner “and the best decision I ever made.”

In the meantime, a friend who was a broker in California kept encouraging him to bring his skills out West and work in the real estate industry. Eventually Steve took the hint, became licensed, and he and Adele packed up a truck and moved to San Diego in 1997.

For several years he excelled in selling government properties, and then opened his own brokerage, Steven G. Fraioli & Associates, in 2003. “I have been able to eke out a comfortable living in our industry and I’m extremely grateful for the guidance I have received from SDAR through the years,” Fraioli said. “As an independent broker, I needed help keeping on top of our ever-changing industry and SDAR has guided me from the start.”

At one point, Fraioli met SDAR past president Chris Anderson at an event, and through that conversation decided to become

more involved in the association, beginning with Grievance, Professional Standards, REALTOR® Political Affairs, and other committees. He was elected to the Board of Directors in 2012, reelected in 2014, and appointed to an additional year before his selection as President-Elect last year.

“I have spent the last year attending every SDAR committee meeting possible to get in step with our association’s direction. It’s been a busy year, but well worth the effort,” he said.

Homeownership has a profound effect on families across America, noted Fraioli, adding that homes build credit and become nest eggs for families that have helped them in their retirement years. “Nothing has given me more satisfaction through the years than handing a set of keys to a first-time homebuyer with the knowledge that I was able to use my expertise to help a young family secure a great first step into a more secure future,” he said.

Fraioli credits Adele with being alongside him at every turn. “Most of what I have become is due to her,” adding, “Our four children have turned out to be the nicest, most interesting young men anywhere. I consider myself blessed in life that I didn’t have to worry about the direction any of them have taken through the years.” The couple also has three grandchildren “that have kept us young.”

While he understands that no one really knows where the direction of the current model of real estate sales will trend going forward, “I believe our association may need to investigate other sources of income to maintain the status quo and thrive into the future,” he said. “I intend to make sure we investigate every avenue possible to be sure our 140-year-old association will continue to be San Diego’s premiere resource for real estate.”

“I’m excited to take on a larger role with our association and hope I can do my part to prepare our members for the uncertain future we will all face together. I think we will forge a better way forward this year and beyond.”



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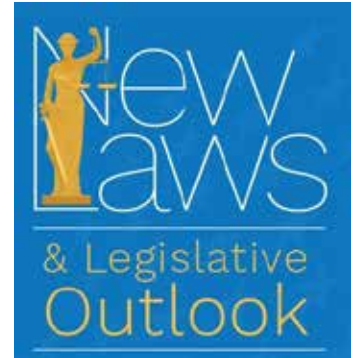
Facio Palomino - *Director*

New Laws & Legislative Outlook

DON'T MISS THIS ESSENTIAL EVENT ON FEB. 1

www.sdar.com/newlaws

From Federal Tax Reform to the housing affordability crisis here in San Diego, we've had a year jam-packed with debates and resulting new legislation impacting the real estate. All of this important information will be presented at the upcoming New Laws & Legislative Outlook, presented by SDAR on Thursday, February 1.



The session, including breakfast, takes place at the DoubleTree by Hilton Hotel in Mission Valley. REALTORS® will not want to miss this opportunity to stay up to date on the new laws, regulations and legislative proposals coming down the pipeline in 2018.

Just a few of the issues that will be discussed at this year's event include:

Federal Tax Reform	Real Estate Fraud
Dual Agency	Mortgage Interest Deduction
CalBRE	Accessory Dwelling Units
Property Tax Portability	Homelessness
Housing Supply	Capital Gains Taxes
Regulatory Compliance	Property Tax Deduction
1031 Exchange	Proposition 13
Short-Term Rentals	Split-Roll Tax

Featured speakers include:

Gov Hutchinson, *Assistant General Counsel, California Association of REALTORS®*

Chris Gosselin, *Sr. Political Representative, National Association of REALTORS®*

Sean Karafin, *VP, Policy & Economic Research, SD Regional Chamber of Commerce*

Arthur B. Laffer, *Renowned Economist ("Father of Supply-Side Economics")*

Diane Harkey, *Board Member, 4th District, State Board of Equalization*

Greg Stein, *Chairman of the Board, San Diego County Taxpayers Association*

Rick Fong, *Assistant Commissioner, Enforcement, California Bureau of Real Estate*

Date: Thursday, February 1

Time: 7:00 a.m.-12:00 p.m.

Location: DoubleTree by Hilton Hotel
 7450 Hazard Center Dr., Mission Valley

Price: \$39 (includes breakfast)

Registration: www.sdar.com/newlaws

A Snapshot of the Year in San Diego Housing Statistics

The number of homes for sale continued to fall during the course of 2017, contributing to lower sales but higher prices.

For the 12-month period ending December 31, pending sales in San Diego County were down 2.6 percent overall. The price range with the largest gain in sales was the \$1 million to \$1.25 million range, which increased 17.7 percent. That fact contributed to the increase in sales volume of 7 percent over the previous year.

According to statistics gathered (on January 5) from Sandicor, sales of single-family homes in 2017 were down 1.5 percent from 2016, with approximately 24,900 escrow closings. Sales of attached homes (condos and townhomes) were 3.9 percent lower than in 2017, with approximately 12,600 closings.

The median price of single-family homes increased 7.2 percent to \$600,000 (compared to \$560,000 last year), while the price of condos and townhomes was up 8 percent to \$399,500 (compared to \$369,000 last year). The median price of all resale homes increased from \$495,000 to \$535,000 in 2017.*

The average number of days that homes were on the market before close of escrow decreased to 30 in 2017 (from 35 in 2016).

Inventory of homes for sale has fallen to a 1.7-month supply for single-family homes and

1.3-month supply for condos and townhomes. (A 5-month supply is considered healthy.)

Snapshots from the year-end MLS statistics:

- Sale volume of all resale homes: \$24.8 billion (4.6% higher than 2016)
- The zip codes with the most single-family home sales in 2017 were: 92028 (Fallbrook) with 698, and 92057 (Oceanside North) with 629.
- Other zip codes with more than 500 single-family home sales were 92127 (Rancho Bernardo West), 92128 (Rancho Bernardo East), 92026 (Escondido North), 92064 (Poway), 92065 (Ramona), 92056 (Oceanside East), and 92078 (San Marcos South).

- More than 11.6 percent of all homes that closed escrow in 2017 sold for \$1 million or more.
- Homes that sold for over \$3 million in San Diego County in 2017 numbered 308, compared to 284 in 2016, and 260 in 2015.
- The most expensive single-family home sold in 2017 was a 6,100-square-foot oceanfront property in the Lower Hermosa neighborhood of La Jolla, with 4 bedrooms, 4 baths, and a sale price of \$12 million.
- The most expensive attached property sold in 2017 was a 4,100-square-foot condominium in the Harbor Club in Downtown San Diego, with 3 bedrooms, 5 baths, and a sale price of \$4.85 million.

Learn more about San Diego County housing statistics each month and throughout the year when you visit www.sdar.com/stats.

**The "median" price is the price at which half of the homes in that category sold for more, and half sold for less. It's a more typical price measure than "average" price, which can be skewed high by a relative handful of million-dollar-plus transactions.*



A 6,000-square-foot oceanfront La Jolla estate was the most expensive home sold San Diego County in 2017.

Existing Home Sales Lackluster for December and the Year

A dramatic reduction in inventory contributed to slow December sales of existing homes, and lower overall sales for the year 2017.

Single-family home sales last month were down by 8 percent compared to November, and by nearly 15 percent from December 2016. Condominium and townhome sales in December were down 9 percent from the previous month, and 12 percent from a year ago. Sales of all existing homes were off by 3 percent in 2017 compared to 2016.

Median home prices continue to best their pre-recession levels. Single-family home prices dipped slightly in the past month, but exceeded \$600,000 cumulatively for the twelve months, more than 7 percent higher than the previous year. Attached properties (condos and townhomes) finished the year 8 percent higher than 2016, and stood at more than \$400,000. Resale properties are closing escrow in an average of 30 days.

“The number of homes for sale, the average days on the market, and housing affordability are challenging for prospective buyers in this San Diego market,” said SDAR President Steve Fraioli. “The only thing that’s certain in this 2018 housing climate is that sellers have the upper hand and should achieve their asking price... or better.”

In December, the zip codes in San Diego County with the most single-family home sales were:

- 92026 (Fallbrook) with 44
- 92027 (Escondido East) with 42
- 92057 (Oceanside North) with 40
- 92071 (Santee) with 40
- 92078 (San Marcos South) with 39

The most expensive single-family property sold in San Diego County in December was a single-level home in Rancho Santa Fe, built in 2017, with 8,250 square feet, 7 bedrooms, and 7 baths. The sale price was \$10.85 million.

Here is a summary of the December housing statistics:

MEDIAN PRICE

(Month over Month Comparison)

Single-Family: 2% DECREASE

December 2017 = \$612,750

November 2017 = \$625,000

Condos/Townhomes: 0.5% INCREASE

December 2017 = \$407,000

November 2017 = \$402,000

(Year over Year Comparison)

Single-Family: 8% INCREASE

December 2017 = \$612,750

December 2016 = \$565,000

Condos/Townhomes: 12% INCREASE

December 2017 = \$407,000

December 2016 = \$365,000

SOLD LISTINGS

(Month over Month Comparison)

Single-Family: 8% DECREASE

December 2017 = 1,634

November 2017 = 1,779

Condos/Townhomes: 9% DECREASE

December 2017 = 823

November 2017 = 905

(Year over Year Comparison)

Single-Family: 15% DECREASE

December 2017 = 1,634

December 2016 = 1,920

Condos/Townhomes: 12% DECREASE

December 2017 = 823

December 2016 = 935

Learn more about San Diego County housing statistics each month when you visit www.sdar.com/stats.





The Private Residences at Montecristo are one of the developments included on the tour.

Cabo Properties are Waiting – Join the IREC Tour Jan. 26-29

SDAR's International Real Estate Collaborative (IREC) extends an invitation to join them for 4 days and 3 nights in a beautiful region at the tip of Baja California. The group will be exploring one of Mexico's most popular tourist areas for properties ripe for investment. Whether you are looking for an investment for your client or for yourself, take a few days to learn more about the area and properties available.

Dates: January 26-29, 2018

Location: Pueblo Bonito Sunset Beach Golf & Spa Resort (www.pueblobonito.com)

Details and registration: www.sdar.com/cabo.

Agenda:

Jan. 26: 4:00pm-7:30pm - Welcome Happy Hour

Jan. 27: 8:00am-5:00pm - Development Tours (lunch included)

Jan. 28: 10:00am-2:00pm Cabo San Lucas/San Jose Tour

Jan. 29: Depart for home

Development Tours Include:

The Private Residences at Montecristo
www.quiviraloscabos.com/residences/montecristo

Coronado at Quivira Los Cabos
www.quiviraloscabos.com/residences/coronado

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Questions? Contact Theresa Andrews, tandrews@sdar.com
or (858) 715-8004.

CalBRE to Become DRE Once Again

Now that you have finally become accustomed to referring to the CalBRE, you may find some humor in that effective July 1, 2018, the Bureau of Real Estate (CalBRE) will be returned to its standing as the Department of Real Estate (DRE).

In 2012, the Brown Administration made changes to the state's organizational structure to streamline government practices. These changes included moving the Department of Real Estate to function under the Department of Consumer Affairs as a "Bureau."

The reorganization plan was intended to save the state money, improve operational efficiencies, and promote consumer protection. Although many elements of the plan have worked as intended, the abolition of the DRE and concurrent establishment of the CalBRE have not. Since the CalBRE was moved under the DCA, the cost to administer the Real Estate and Subdivided Lands Laws has increased by several million dollars annually.

The Bureau's responsiveness to the public and to its licensees has continued, but at the cost of greater resource commitments and burdens on staff and administrators. In addition, if pro rata costs continue to increase as they have each year since the DRE became the CalBRE, money to cover these costs will need to be redirected away from licensing, enforcement, and the issuance of public reports; license fees

and public reports fees will need to be raised; and/or the fees that the CalBRE charges stakeholders for services other than licensing and public reports will need to increase.

For your current and future marketing pieces, C.A.R. has indicated that where a license number is required, they will not be picky whether advertisements read CalBRE or DRE. In fact, tongue-in-cheek, Gov Hutchinson, general Counsel for C.A.R., suggested that REALTORS® invest in Sharpie markers to make any corrections to their signs and marketing materials. He also joked that Sharpies were not to be used to draw funny faces or devil's horns on competitor's signs.



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7 Habits to Boost Business in 2018

If you want to realize your goals in the coming year, set up a routine to make it happen.

By Tim and Julie Harris

The New Year is here, and no doubt you've thought long and hard about your company goals for 2018. But are they SMART goals (S-specific; M-measurable; A-achievable; R-realistic; T-timely)?

In order to realize your SMART goals, you'll have to get into a healthy business routine. Here are seven habits to consistently practice every day to make 2018 the best year for you and your brokerage.

1. Praise your team for their efforts, not results. Everyone thrives on praise. Praise encourages, motivates, and inspires people to achieve greater heights. But how you praise people is key.

- Praise your agents on their individual and group efforts. Never assume their talents or smarts are a given. Otherwise, they may think, "What if I don't get a deal done next time? Maybe I'm not as smart as you think. Next time I might fail."
- Praising effort creates a work environment that values growth and improvement. Strive to create a culture where agents think anything is possible.
- Regardless of whether a deal closes, provide encouragement such as, "I have total confidence in you. I've never seen you give up. I know you're going to get there."

2. Be calm and unflappable, regardless of what happened before you walked in the door. You are the broker—the leader. Your mood sets the tone in the firm every day. Being calm enables you to sit in the driver's seat and focus on your priorities to get things done. Calm brains are hardwired to perform.

3. Do not check your email in the morning. If there is an emergency, you'll know or find out about it immediately. No one finds out about an emergency in an email.

- Give your best, most productive hours of the day to your own goals, not someone else's as stated in their email.
- Set yourself up to act on an email, not react to it.
- Do not allow your priorities and goals to be hijacked by an email.

4. Only do what's important.

- Complete your planned activities first, and ask yourself whether anything else is essential.

- There is a direct correlation between your use of time and your output, which is driven entirely by hours spent on your planned activities.

5. Make any and all distractions go away. Distractions are "culturally-generated ADD," according to Ed Hallowell, former professor at Harvard Medical School and author of *Driven to Distraction*.

Change your environment by changing your behavior. For example, try working for an hour at home in the morning so that you won't be interrupted every five minutes with a question or email.

6. Create a consistent routine. Routines work because they become automatic; you don't have to think about them.

Apply the 8-2 rule: Of the 10 things you do each day, only two of them are really responsible for the success of your company. Figure out what those two things are and do them every day. Try to eliminate doing the other eight things.

7. Define tomorrow's one or two priorities or goals the night before.

- Make those goals SMART.
- Write them down.
- Take that list with you in the morning.

As long as you are clear about your SMART brokerage goals for 2018, these seven daily habits will help your firm – and you – make 2018 your best year yet.

Broker-to-Broker is an information network that provides insights and tools with business value through timely articles, videos, Q&As, and sales meeting tips for brokerage owners and managers. Get more Broker-to-Broker content at realtormag.realtor.org/for-brokers/network.



NAR Breaks Down the “Tax Cuts and Jobs Act”



The National Association of REALTORS® (NAR) worked throughout the tax reform process to preserve the existing tax benefits of homeownership and real estate investment, as well to ensure as many real estate professionals as possible would benefit from proposed tax cuts. Many of the changes reflected in the final bill were the result of the engagement of NAR and its members, not only in the last few months, but over several years.

While NAR remains concerned that the overall structure of the final bill diminishes the tax benefits of homeownership and will cause adverse impacts in some markets, the advocacy of NAR members, as well as consumers, helped NAR to gain some important improvements throughout the legislative process. The final legislation will benefit many homeowners, homebuyers, real estate investors, and NAR members as a result.

The final bill includes some big successes. NAR efforts helped save the exclusion for capital gains on the sale of a home and preserved the like-kind exchange for real property. Many agents and brokers who earn income as independent contractors or from pass-through businesses will see a significant deduction on that business income.

As a result of the changes made throughout the legislative process, NAR is now projecting slower growth in home prices of 1-3% in 2018 as low inventories continue to spur price gains. However, some local markets, particularly in high cost, higher tax areas, will likely see price declines as a result of the legislation's new restrictions on mortgage interest and state and local taxes.

The following is a summary of provisions of interest to NAR and its members. NAR will be providing ongoing updates and guidance to members in the coming weeks, as well as working with Congress and the Administration to address additional concerns through future legislation and rulemaking. Lawmakers have already signaled a desire to fine tune elements of The Tax Cuts and Jobs Act as well as address additional tax provisions not included in this legislation in 2018, and REALTORS® will need to continue to be engaged in the process.

Individuals should consult a tax professional about their own personal situation.

All individual provisions are generally effective after

December 31, 2017 for the 2018 tax filing year and expire on December 31, 2025 unless otherwise noted. The provisions do not affect tax filings for 2017 unless noted.

Major Provisions Affecting Current and Prospective Homeowners

Tax Rate Reductions

- The new law provides generally lower tax rates for all individual tax filers. While this does not mean that every American will pay lower taxes under these changes, many will. The total size of the tax cut from the rate reductions equals more than \$1.2 trillion over ten years.
- The tax rate schedule retains seven brackets with slightly lower marginal rates of 10%, 12%, 22%, 24%, 32%, 35%, and 37%.
- The final bill retains the current-law maximum rates on net capital gains (generally, 15% maximum rate but 20% for those in the highest tax bracket; 25% rate on “recapture” of depreciation from real property).

Exclusion of Gain on Sale of a Principal Residence

- The final bill retains current law. A significant victory in the final bill that NAR achieved.
- The Senate-passed bill would have changed the amount of time a homeowner must live in their home to qualify for the capital gains exclusion from 2 out of the past 5 years to 5 out of the past 8 years. The House bill would have made this same change as well as phased out the exclusion for taxpayers with incomes above \$250,000 single/\$500,000 married.

Mortgage Interest Deduction

- The final bill reduces the limit on deductible mortgage debt to \$750,000 for new loans taken out after 12/14/17. Current loans of up to \$1 million are grandfathered and are not subject to the new \$750,000 cap. Neither limit is indexed for inflation.
- Homeowners may refinance mortgage debts existing on 12/14/17 up to \$1 million and still deduct the interest, so

CONTINUED ON 12

Caroline Haines to Lead Coronado Association for Third Term

Installation of the 2018 Officers and Directors of the Coronado Real Estate Association (CREA) was held November 30 at the Coronado Yacht Club. Returning for her third term as President is Caroline Haines.

All of the Officers and Directors from the 2017 Board are returning for another year of service: Therese Pallares as Vice-President, Cathy Brown as Treasurer, Clarissa Delgado as Secretary and Zach Todaro as Immediate Past President. Returning Directors are Debby Bapstiste, Suzanne Fahy, Apua Garbutt, Debbie Giometti, Molly Haines McKay and Fevin Reyes.

This year CREA recognized Clarissa Nakaima of Willis Allen as REALTOR® of the Year and Cydney Gant of Wells Fargo Mortgage as Affiliate of the Year.



CONTINUED FROM 11

long as the new loan does not exceed the amount of the mortgage being refinanced.

- The final bill repeals the deduction for interest paid on home equity debt through 12/31/25. Interest is still deductible on home equity loans (or second mortgages) if the proceeds are used to substantially improve the residence.
- Interest remains deductible on second homes, but subject to the \$1 million / \$750,000 limits.
- The House-passed bill would have capped the mortgage interest limit at \$500,000 and eliminated the deduction for second homes.

Deduction for State and Local Taxes

- The final bill allows an itemized deduction of up to \$10,000 for the total of state and local property taxes and income or sales taxes. This \$10,000 limit applies for both single and married filers and is not indexed for inflation.
- The final bill also specifically precludes the deduction of 2018 state and local income taxes prepaid in 2017.
- When House and Senate bills were first introduced, the deduction for state and local taxes would have been completely eliminated. The House and Senate passed bills would have allowed property taxes to be deducted up to \$10,000. The final bill, while less beneficial than

current law, represents a significant improvement over the original proposals.

Standard Deduction

- The final bill provides a standard deduction of \$12,000 for single individuals and \$24,000 for joint returns. The new standard deduction is indexed for inflation.
- By doubling the standard deduction, Congress has greatly reduced the value of the mortgage interest and property tax deductions as tax incentives for homeownership. Congressional estimates indicate that only 5-8% of filers will now be eligible to claim these deductions by itemizing, meaning there will be no tax differential between renting and owning for more than 90% of taxpayers.

Repeal of Personal Exemptions

- Under the prior law, tax filers could deduct \$4,150 in 2018 for the filer and his or her spouse, if any, and for each dependent. These exemptions have been repealed in the new law.
- This change alone greatly mitigates (and in some cases entirely eliminates) the positive aspects of the higher standard deduction.

For more background, visit www.nar.realtor/tax-reform.



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Current Year - 2017

Previous Year - 2016

Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
		Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	12	220	37	42	\$612,500	\$600,000	16	205	46	52	\$613,498	\$560,000
91902	Bonita	14	154	55	38	\$675,000	\$679,500	22	178	45	43	\$620,000	\$640,000
91905	Boulevard	1	23	8	78	\$225,000	\$240,000	1	9	16	116	\$77,629	\$250,000
91906	Campo	4	52	45	35	\$294,000	\$299,500	3	55	9	28	\$350,000	\$260,000
91910	Chula Vista	25	413	53	31	\$549,000	\$522,000	27	441	26	31	\$470,000	\$483,000
91911	Chula Vista	14	373	34	25	\$488,000	\$467,500	40	436	31	31	\$445,938	\$435,000
91913	Chula Vista	25	409	28	25	\$573,000	\$565,000	40	469	29	36	\$550,000	\$539,000
91914	Chula Vista	10	180	47	33	\$677,500	\$722,500	17	204	28	42	\$715,000	\$688,000
91915	Chula Vista	26	296	29	29	\$580,000	\$580,000	25	335	29	31	\$520,000	\$525,000
91916	Descanso	4	27	104	74	\$419,950	\$440,000	0	23	0	54	\$0	\$440,000
91917	Dulzura	1	3	37	62	\$549,000	\$465,000	1	5	37	55	\$685,000	\$417,000
91931	Guatay	0	1	0	233	\$0	\$75,000	0	0	0	0	\$0	\$0
91932	Imperial Beach	13	130	31	29	\$628,000	\$570,000	11	109	33	31	\$497,500	\$490,500
91934	Jacumba	0	8	0	28	\$0	\$137,500	0	9	0	41	\$0	\$162,000
91935	Jamul	6	105	11	40	\$555,000	\$632,000	8	98	35	46	\$595,000	\$565,500
91941	La Mesa	36	368	25	30	\$641,250	\$627,000	31	380	36	33	\$550,000	\$579,500
91942	La Mesa	20	330	24	21	\$577,000	\$529,500	23	336	30	25	\$495,000	\$480,000
91945	Lemon Grove	11	223	28	26	\$445,000	\$440,000	22	254	25	28	\$432,500	\$410,000
91948	Mount Laguna	1	15	13	178	\$0	\$108,000	0	5	0	112	\$0	\$255,000
91950	National City	15	187	22	26	\$438,500	\$417,000	19	198	30	32	\$379,000	\$370,000
91962	Pine Valley	1	42	130	38	\$115,000	\$438,250	2	40	30	60	\$455,000	\$424,450
91963	Potrero	0	6	0	130	\$0	\$407,500	0	7	0	61	\$0	\$293,000
91977	Spring Valley	30	527	24	28	\$467,500	\$445,000	49	523	28	31	\$439,900	\$420,000
91978	Spring Valley	4	79	41	30	\$634,500	\$519,000	6	74	35	25	\$431,000	\$467,000
91980	Tecate	0	1	0	22	\$0	\$360,000	0	0	0	0	\$0	\$0
92003	Bonsall	3	56	51	70	\$935,000	\$776,250	8	55	87	74	\$852,500	\$725,000
92004	Borrego Springs	7	101	58	88	\$329,500	\$220,000	3	68	28	102	\$250,000	\$209,500
92007	Cardiff By The Sea	5	76	15	34	\$1,250,000	\$1,300,000	6	82	37	33	\$1,523,500	\$1,407,500
92008	Carlsbad	13	202	39	38	\$945,000	\$899,900	19	183	47	39	\$855,000	\$870,000
92009	Carlsbad	29	514	49	32	\$950,000	\$984,750	42	476	43	33	\$922,500	\$903,750
92010	Carlsbad	10	160	29	27	\$732,500	\$804,403	10	154	17	21	\$765,000	\$730,000
92011	Carlsbad	23	253	38	31	\$980,000	\$999,000	18	261	27	31	\$850,625	\$930,000
92014	Del Mar	15	161	51	50	\$2,370,000	\$1,825,000	8	161	90	45	\$1,932,500	\$1,800,000
92019	El Cajon	28	393	29	30	\$582,500	\$555,000	30	406	38	37	\$507,500	\$518,250
92020	El Cajon	26	385	24	26	\$566,000	\$511,000	33	397	24	32	\$445,000	\$490,000
92021	El Cajon	27	428	24	27	\$474,900	\$480,000	35	390	33	33	\$456,000	\$441,000
92024	Encinitas	31	438	32	33	\$1,110,000	\$1,212,250	42	490	47	37	\$1,280,361	\$1,192,000
92025	Escondido	15	332	31	31	\$495,000	\$540,000	25	328	36	37	\$510,000	\$526,000
92026	Escondido	31	562	30	33	\$525,000	\$525,000	39	527	48	39	\$479,000	\$480,000
92027	Escondido	42	491	33	29	\$470,500	\$468,000	42	488	53	33	\$431,750	\$437,500
92028	Fallbrook	44	698	39	43	\$640,000	\$560,500	47	732	51	50	\$568,000	\$520,000
92029	Escondido	27	253	42	40	\$679,900	\$715,000	20	251	52	48	\$638,000	\$650,000
92036	Julian	6	110	60	66	\$349,500	\$349,500	4	69	143	88	\$365,000	\$332,000
92037	La Jolla	22	324	66	61	\$2,391,500	\$2,160,000	26	349	64	57	\$1,850,000	\$1,900,000
92040	Lakeside	32	338	46	31	\$526,000	\$505,000	30	377	46	36	\$490,000	\$460,000
92054	Oceanside	18	256	37	28	\$670,000	\$652,500	18	268	36	32	\$634,250	\$582,500
92056	Oceanside	34	520	17	21	\$535,000	\$542,750	40	531	40	24	\$495,000	\$499,000
92057	Oceanside	40	629	32	24	\$525,000	\$525,000	42	666	34	29	\$485,000	\$490,000
92058	Oceanside	8	114	34	26	\$544,000	\$516,875	14	147	44	25	\$411,000	\$470,000
92059	Pala	1	4	108	79	\$454,874	\$589,937	0	4	0	105	\$0	\$725,000
92060	Palomar Mountain	1	16	15	85	\$150,000	\$227,000	2	14	169	111	\$449,000	\$238,125
92061	Pauma Valley	2	33	169	130	\$587,000	\$520,000	2	26	213	64	\$465,000	\$448,500

Current Year - 2017

Previous Year - 2016

Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
		Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	38	549	33	30	\$769,500	\$730,000	47	532	48	37	\$640,000	\$675,000
92065	Ramona	36	528	43	43	\$490,000	\$522,500	40	500	67	48	\$461,000	\$475,000
92066	Ranchita	0	5	0	45	\$0	\$375,000	1	8	38	80	\$490,000	\$404,500
92067	Rancho Santa Fe	22	237	90	108	\$2,482,500	\$2,300,000	15	222	115	102	\$2,400,000	\$2,375,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	19	318	17	23	\$540,000	\$571,250	37	357	41	34	\$565,000	\$530,000
92070	Santa Ysabel	0	10	0	84	\$0	\$757,000	1	8	289	138	\$475,000	\$435,000
92071	Santee	40	461	20	22	\$527,000	\$505,000	39	491	30	25	\$495,000	\$467,500
92075	Solana Beach	3	97	57	45	\$1,500,000	\$1,500,000	7	84	57	50	\$3,050,000	\$1,335,000
92078	San Marcos	38	500	23	25	\$733,750	\$729,000	32	512	45	31	\$675,000	\$684,500
92081	Vista	24	299	25	21	\$569,750	\$550,000	32	274	34	27	\$521,000	\$517,000
92082	Valley Center	19	214	43	49	\$650,000	\$610,000	29	263	55	56	\$573,500	\$545,000
92083	Vista	16	195	33	28	\$501,000	\$465,000	31	244	29	35	\$440,000	\$430,000
92084	Vista	27	419	42	39	\$550,000	\$547,500	32	399	49	44	\$542,485	\$500,000
92086	Warner Springs	0	14	0	95	\$0	\$342,000	0	18	0	80	\$0	\$332,500
92091	Rancho Santa Fe	2	40	37	100	\$1,067,500	\$2,042,500	4	26	161	111	\$2,492,775	\$1,885,275
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	0	5	0	76	\$0	\$810,000	0	3	0	60	\$0	\$1,025,000
92102	San Diego	10	149	20	24	\$485,000	\$462,100	17	166	37	26	\$455,000	\$435,000
92103	Mission Hills	10	181	54	44	\$1,292,500	\$990,000	15	146	29	38	\$879,000	\$1,013,500
92104	North Park	19	251	39	21	\$800,000	\$730,000	11	241	41	21	\$575,000	\$645,000
92105	East San Diego	20	250	38	24	\$442,500	\$415,000	21	244	26	25	\$401,000	\$381,250
92106	Point Loma	17	203	42	36	\$965,000	\$1,100,000	10	214	53	32	\$1,127,500	\$997,000
92107	Ocean Beach	11	156	12	28	\$1,000,000	\$1,076,250	7	149	38	33	\$840,000	\$895,000
92108	Mission Valley	1	15	23	30	\$829,900	\$792,000	0	25	0	57	\$0	\$768,676
92109	Pacific Beach	12	222	69	38	\$1,322,500	\$1,197,500	19	225	36	35	\$1,153,000	\$1,100,000
92110	Old Town SD	9	109	10	24	\$825,000	\$825,000	6	99	20	32	\$715,000	\$736,000
92111	Linda Vista	16	220	8	14	\$655,000	\$600,000	17	237	26	22	\$575,000	\$538,500
92113	Logan Heights	8	137	17	25	\$349,000	\$385,000	11	153	18	35	\$350,000	\$330,000
92114	Encanto	32	489	34	30	\$439,000	\$421,500	41	471	34	31	\$410,000	\$390,000
92115	College Grove	28	411	35	25	\$546,000	\$539,000	34	416	40	30	\$520,000	\$490,000
92116	Normal Heights	16	229	29	24	\$687,500	\$699,000	17	230	21	23	\$750,000	\$655,000
92117	Clairemont Mesa	33	435	20	18	\$661,500	\$640,000	30	461	16	22	\$664,500	\$585,000
92118	Coronado	7	169	183	82	\$3,000,000	\$1,800,000	16	169	65	78	\$1,487,500	\$1,725,000
92119	San Carlos	22	291	29	19	\$629,500	\$609,000	24	298	24	22	\$582,500	\$566,000
92120	Del Cerro	22	310	23	24	\$692,500	\$645,500	29	318	32	23	\$586,000	\$604,200
92121	Sorrento	1	16	47	30	\$950,000	\$922,500	0	27	0	40	\$0	\$805,000
92122	University City	11	138	40	24	\$810,000	\$857,500	10	166	32	30	\$817,400	\$785,625
92123	Serra Mesa	22	202	20	18	\$597,500	\$590,000	11	193	17	25	\$550,000	\$540,000
92124	Tierrasanta	2	120	26	25	\$762,450	\$686,750	14	143	21	25	\$740,000	\$655,000
92126	Mira Mesa	35	391	21	19	\$582,500	\$585,000	30	421	22	24	\$565,000	\$550,000
92127	Rancho Bernardo	37	597	41	33	\$1,100,000	\$1,050,250	35	560	69	39	\$990,000	\$902,500
92128	Rancho Bernardo	25	500	35	19	\$741,000	\$725,000	36	527	38	31	\$694,250	\$660,000
92129	Rancho Penasquitos	22	361	16	16	\$767,500	\$760,000	26	447	35	28	\$712,500	\$720,000
92130	Carmel Valley	33	478	32	32	\$1,215,000	\$1,215,900	38	533	57	38	\$1,040,000	\$1,140,000
92131	Scripps Miramar	16	311	12	23	\$950,000	\$910,000	27	329	53	35	\$852,000	\$830,000
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	12	165	26	27	\$467,500	\$446,000	16	180	32	26	\$431,000	\$411,500
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	21	354	20	27	\$493,000	\$479,900	30	355	31	32	\$434,500	\$437,500
92173	San Ysidro	7	52	25	29	\$470,000	\$444,750	7	46	24	28	\$430,000	\$425,830

GROUP TOTAL COUNTS: 1634 23822

1920 24423

Current Year - 2017

Previous Year - 2016

Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
		Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	1	25	91	31	\$200,000	\$253,440	2	28	59	25	\$258,500	\$252,500
91902	Bonita	5	40	14	13	\$415,000	\$294,500	2	40	68	35	\$247,000	\$249,950
91905	Boulevard	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91906	Campo	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91910	Chula Vista	11	154	30	24	\$320,000	\$353,500	12	174	17	29	\$302,250	\$311,250
91911	Chula Vista	10	143	12	29	\$322,500	\$309,700	10	175	45	28	\$268,000	\$285,000
91913	Chula Vista	19	302	15	18	\$383,000	\$365,000	22	288	29	31	\$360,000	\$332,500
91914	Chula Vista	4	66	21	16	\$407,000	\$390,000	3	66	24	44	\$320,000	\$357,500
91915	Chula Vista	15	239	20	26	\$400,000	\$405,000	14	205	22	28	\$367,495	\$375,000
91916	Descanso	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91917	Dulzura	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91932	Imperial Beach	3	93	40	35	\$365,000	\$450,000	7	69	8	30	\$345,000	\$420,000
91934	Jacumba	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91935	Jamul	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91941	La Mesa	1	25	4	16	\$360,000	\$315,000	1	43	7	24	\$275,000	\$245,000
91942	La Mesa	21	201	32	23	\$339,000	\$337,000	11	156	38	23	\$305,000	\$300,000
91945	Lemon Grove	1	23	5	21	\$277,650	\$250,000	3	17	23	22	\$215,000	\$235,000
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91950	National City	3	41	14	44	\$255,000	\$260,000	2	40	116	27	\$294,000	\$259,500
91962	Pine Valley	0	0	0	0	\$0	\$0	0	1	0	94	\$0	\$62,500
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91977	Spring Valley	7	105	22	21	\$320,000	\$287,500	14	130	27	31	\$272,500	\$259,950
91978	Spring Valley	2	25	7	21	\$311,000	\$280,000	2	29	25	19	\$280,500	\$258,000
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	2	29	8	46	\$302,000	\$306,500	0	19	0	31	\$0	\$307,500
92004	Borrego Springs	2	24	49	127	\$125,500	\$113,000	3	21	5	115	\$90,000	\$90,000
92007	Cardiff By The Sea	2	44	42	25	\$1,060,000	\$682,500	1	43	27	28	\$690,000	\$765,000
92008	Carlsbad	9	141	26	31	\$605,000	\$660,000	12	144	50	37	\$747,500	\$597,500
92009	Carlsbad	17	313	22	26	\$502,000	\$475,000	30	337	36	31	\$500,000	\$447,000
92010	Carlsbad	8	106	26	19	\$532,544	\$513,943	9	100	13	21	\$435,000	\$435,750
92011	Carlsbad	5	132	17	21	\$630,000	\$622,000	9	134	17	32	\$535,000	\$572,500
92014	Del Mar	7	63	40	37	\$979,000	\$1,047,500	5	71	37	25	\$910,000	\$836,000
92019	El Cajon	9	143	20	17	\$312,500	\$315,000	10	159	37	28	\$322,000	\$283,000
92020	El Cajon	8	106	27	26	\$214,000	\$230,000	5	112	79	28	\$202,000	\$220,000
92021	El Cajon	11	130	30	23	\$260,000	\$260,000	11	123	22	23	\$268,000	\$242,000
92024	Encinitas	17	184	30	25	\$519,000	\$615,000	15	173	34	23	\$553,000	\$545,000
92025	Escondido	6	84	36	25	\$322,500	\$317,500	4	75	29	24	\$375,000	\$270,000
92026	Escondido	14	158	32	22	\$392,450	\$336,500	15	156	47	31	\$274,000	\$310,000
92027	Escondido	5	88	10	23	\$236,000	\$237,500	6	81	23	29	\$302,908	\$200,000
92028	Fallbrook	5	41	49	47	\$220,000	\$300,000	5	35	36	55	\$267,500	\$296,000
92029	Escondido	0	10	0	17	\$0	\$392,450	0	17	0	16	\$0	\$297,000
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92037	La Jolla	18	392	37	31	\$815,750	\$695,500	38	494	67	44	\$645,000	\$633,888
92040	Lakeside	6	98	21	19	\$284,000	\$229,950	4	91	12	31	\$237,500	\$210,000
92054	Oceanside	14	210	44	36	\$540,000	\$505,000	20	199	50	42	\$462,500	\$489,500
92056	Oceanside	27	313	25	21	\$405,000	\$361,500	20	310	23	24	\$365,000	\$330,000
92057	Oceanside	20	318	26	26	\$333,000	\$315,000	21	360	25	32	\$300,000	\$269,900
92058	Oceanside	11	137	34	23	\$345,000	\$330,000	12	94	17	23	\$300,250	\$296,500
92059	Pala	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92060	Palomar Mountain	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92061	Pauma Valley	0	3	0	107	\$0	\$280,000	1	11	85	87	\$360,000	\$329,900

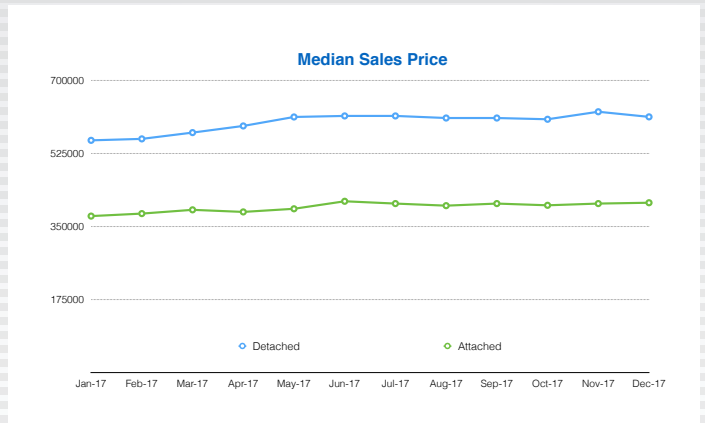
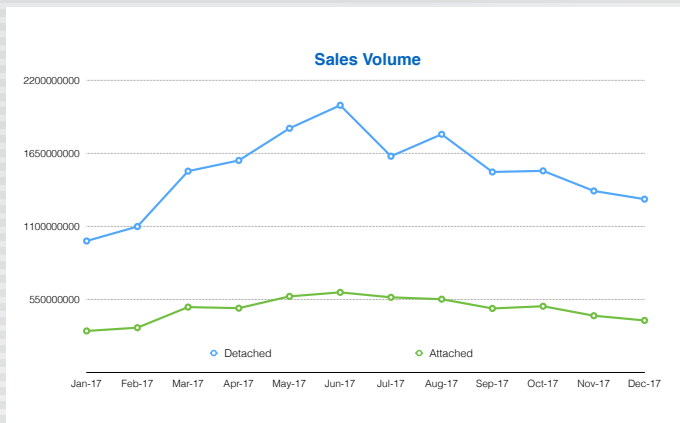
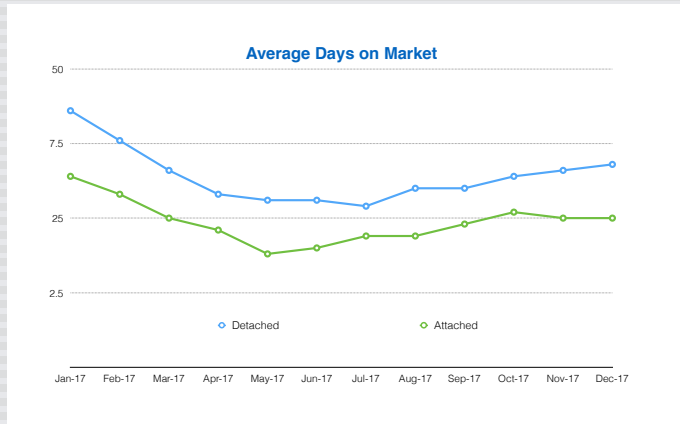
Current Year - 2017

Previous Year - 2016

Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
		Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	4	51	20	15	\$444,500	\$450,000	10	86	25	24	\$430,000	\$420,000
92065	Ramona	2	52	32	39	\$365,208	\$300,000	2	47	31	31	\$211,000	\$265,000
92066	Ranchita	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92067	Rancho Santa Fe	0	4	0	113	\$0	\$1,040,000	0	5	0	40	\$0	\$1,035,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	9	97	24	23	\$346,000	\$345,000	9	95	16	29	\$330,000	\$330,000
92070	Santa Ysabel	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92071	Santee	24	313	19	15	\$337,500	\$345,000	23	308	24	20	\$345,000	\$325,000
92075	Solana Beach	11	124	31	28	\$750,000	\$845,000	6	119	16	25	\$530,750	\$771,100
92078	San Marcos	22	307	20	16	\$466,500	\$452,000	20	337	26	22	\$420,750	\$417,000
92081	Vista	3	42	30	13	\$448,000	\$312,500	5	67	40	26	\$390,000	\$281,000
92082	Valley Center	0	1	0	77	\$0	\$623,000	0	0	0	0	\$0	\$0
92083	Vista	4	77	27	26	\$362,500	\$327,000	6	84	25	34	\$300,000	\$291,000
92084	Vista	4	47	25	25	\$360,500	\$320,000	8	56	86	47	\$318,500	\$306,500
92086	Warner Springs	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92091	Rancho Santa Fe	0	22	0	27	\$0	\$821,250	0	14	0	18	\$0	\$797,250
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	73	866	34	32	\$590,000	\$541,900	66	965	37	36	\$540,000	\$505,000
92102	San Diego	11	82	22	26	\$415,000	\$329,000	6	80	44	29	\$355,000	\$312,500
92103	Mission Hills	20	311	38	36	\$557,750	\$510,000	16	350	38	35	\$502,000	\$479,000
92104	North Park	15	235	30	20	\$325,000	\$345,000	19	228	27	21	\$379,000	\$339,950
92105	East San Diego	9	102	38	26	\$185,000	\$237,500	9	96	15	32	\$212,500	\$215,000
92106	Point Loma	5	58	36	39	\$885,000	\$660,000	1	64	64	36	\$1,200,000	\$547,000
92107	Ocean Beach	8	101	15	18	\$394,000	\$435,000	9	98	31	27	\$395,000	\$399,625
92108	Mission Valley	28	420	16	17	\$379,000	\$362,500	40	405	24	23	\$359,375	\$334,500
92109	Pacific Beach	24	330	25	31	\$500,000	\$615,000	21	379	42	39	\$595,000	\$579,000
92110	Old Town SD	17	201	24	21	\$405,000	\$405,000	12	222	26	31	\$272,000	\$350,000
92111	Linda Vista	16	227	19	19	\$385,000	\$417,000	13	210	21	26	\$322,000	\$375,000
92113	Logan Heights	1	32	8	25	\$285,000	\$312,500	5	32	30	31	\$300,000	\$179,950
92114	Encanto	0	9	0	15	\$0	\$360,000	2	12	10	17	\$220,000	\$282,000
92115	College Grove	14	186	15	23	\$227,487	\$272,450	19	186	40	29	\$263,000	\$225,000
92116	Normal Heights	5	141	21	19	\$365,000	\$355,000	18	205	24	25	\$335,000	\$334,000
92117	Clairemont Mesa	5	141	11	16	\$465,000	\$375,000	15	142	13	21	\$360,000	\$330,000
92118	Coronado	6	122	14	74	\$1,315,000	\$1,167,500	10	135	102	82	\$974,000	\$1,075,000
92119	San Carlos	12	129	28	17	\$307,000	\$295,000	11	121	25	21	\$265,000	\$260,000
92120	Del Cerro	14	151	15	18	\$318,000	\$320,000	15	152	21	31	\$279,900	\$275,500
92121	Sorrento	0	31	0	13	\$0	\$555,000	1	38	9	15	\$602,000	\$470,500
92122	University City	13	292	30	20	\$474,000	\$435,000	29	329	29	25	\$360,000	\$410,000
92123	Serra Mesa	8	99	14	14	\$331,000	\$425,000	13	118	11	17	\$420,000	\$420,000
92124	Tierrasanta	4	99	23	22	\$472,500	\$430,000	10	111	38	33	\$425,000	\$418,000
92126	Mira Mesa	9	305	14	12	\$365,000	\$355,000	16	254	16	18	\$319,500	\$315,000
92127	Rancho Bernardo	18	272	13	13	\$460,250	\$455,000	14	280	36	24	\$347,500	\$442,000
92128	Rancho Bernardo	28	471	19	18	\$433,000	\$410,000	29	525	25	27	\$383,000	\$368,000
92129	Rancho Penasquitos	11	152	21	14	\$370,000	\$399,450	13	196	16	19	\$316,000	\$335,893
92130	Carmel Valley	14	280	20	16	\$605,500	\$598,000	14	326	25	21	\$605,000	\$539,500
92131	Scripps Miramar	8	172	13	15	\$511,500	\$470,000	13	223	33	21	\$395,000	\$435,000
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	9	130	22	22	\$380,000	\$337,500	16	140	54	26	\$319,000	\$297,000
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	8	158	44	30	\$385,000	\$326,000	9	143	50	27	\$297,000	\$297,999
92173	San Ysidro	1	39	15	15	\$240,000	\$238,000	1	35	9	39	\$270,500	\$198,000

GROUP TOTAL COUNTS: 823 12230

935 12838



Comparative Sales - Existing Homes - December 2017 San Diego County

	DETACHED			ATTACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
1 Total Sales Volume - December 2017	\$1,305,760,708	-6.438%	-4.523%	\$392,559,455	-5.244%	-8.298%
2 Average Sales Price - December 2017	\$800,098	10.073%	4.018%	\$476,986	7.651%	0.839%
3 Median* Sales Price - December 2017	\$612,750	8.451%	-1.960%	\$407,000	11.507%	0.494%
4 Sold Listings - December 2017	1,634	-14.896%	-8.151%	823	-11.979%	-9.061%
5 Average Days on Market - December 2017	34	-15.000%	2.402%	25	-24.242%	0.510%
6 Total Sales Volume - December 2016	\$1,395,605,531			\$414,286,208		
7 Average Sales Price - December 2016	\$726,878			\$443,087		
8 Median* Sales Price - December 2016	\$565,000			\$365,000		
9 Sold Listings - December 2016	1,920			935		
10 Average Days on Market - December 2016	40			33		
11 Total Sales Volume - YTD 2017	\$18,182,538,699	4.485%		\$5,729,010,170	2.124%	
12 Average Sales Price - YTD 2017	\$763,363	7.117%		\$468,439	7.193%	
13 Median* Sales Price - YTD 2017	\$600,000	7.239%		\$398,500	7.995%	
14 Sold Listings - YTD 2017	23,823	-2.457%		12,230	-4.743%	
15 Average Days on Market - YTD 2017	31	-11.429%		24	-17.241%	
16 YTD Total Sales Volume - YTD 2016	\$17,401,996,231			\$5,609,861,820		
17 YTD Average Sales Price - YTD 2016	\$712,642			\$437,007		
18 YTD Median* Sales Price - YTD 2016	\$559,500			\$369,000		
19 YTD Sold Listings - YTD 2016	24,423			12,839		
20 YTD Average Days on Market - YTD 2016	35			29		

Copyright ©2017 Greater San Diego Association of Realtors. Data for single-family attached and detached home sales through the Multiple Listing Service of Sandicor, Inc. Neither SDAR nor Sandicor guarantees or is responsible for its accuracy. *The median home price is the price where half of the homes sold for more and half sold for less. It is a more typical price measure than average, which can be skewed high by a relative handful of million-dollar plus transactions.

Conquering Contracts – A Course in Contracts from A to Z

The full name of the three-day course is “Conquering Contracts – Understanding the RPA/CA & Listing or Buying.” By completing the course, you come to a complete understanding of the intricacies of real estate contracts from listing to closing, including the most current Residential Purchase Agreement and commonly used addendums.

Learn how completing contracts correctly can reduce the risks for you and your clients. Plus you will earn 6 Consumer Protection and 13 Consumer Service continuing education credits.

Dates & Times

Wed, January 24, 9:00 a.m.-3:30 p.m.

Thur, January 25, 9:00 a.m.-4:30 p.m.

Fri, January 26, 9:00 a.m.-3:30 p.m.



Location:

Kearny Mesa Service Center
4845 Ronson Court, San Diego

Instructor: Kent Sharp, Esq.

CalBRE Sponsor #: 0282

Prices:

SDAR REALTORS®..... \$299
REALTOR® Plus Members.....\$254.15
All Others.....\$399
Class Audit.....\$75

Start Me Up: Agent

To succeed in your real estate career, you need to make sure you understand every inch of your business ensuring you give your best to every client that comes your way.

The intensive and interactive, live six-hour mentoring training taught by an instructor from the California Association of REALTORS®, will help boost, improve, protect, and make your real estate business more profitable.

You'll learn how to work with sellers to price their listing effectively and how to navigate through the real estate transaction from start to finish, including a detailed step-by-step instruction about how to complete the C.A.R. Form Residential Listing Agreement (RLA) and Seller's Advisory (SA).

If you are struggling in your real estate career, this is the training you need to kick-start your business and watch your profits soar!

Some Topics Covered:

- Characteristics of a successful REALTOR®
- Setting and managing financial and performance goals
- Establishing and tracking a realistic budget
- Converting calls to appointments

- Establishing trust and credibility for stronger client relationships
- Identifying the key forms involved in the transaction
- Knowing how to present the offers
- Understanding the impact of disclosures on the transaction
- Defining the natural hazard rights and responsibilities of the parties involved
- Avoiding lawsuits through risk management

Date & Time

Wed, February 7, 9:00 a.m.-3:30 p.m.

Location:

Kearny Mesa Service Center
4845 Ronson Court, San Diego

Price:

SDAR Members \$45

Register: www.sdar.com/education or call Member Services at (858) 715-8040.

The following people have applied for membership in the Greater San Diego Association of REALTORS®. Any objections to their admittance should be addressed in writing to the Greater San Diego Association of REALTORS®, P.O. Box 85586, San Diego, CA, 92186-5586.

DESIGNATED REALTORS®

Robert Do - Berkshire Hathaway Elite Real Estate
 Jesus Estrada - Jesus Estrada, Broker
 Mary Obidinski - Hello Home Real Estate, Inc.
 Robert Stack - Hamilton Brock Realty

REALTORS®

Bader Alhazzaa - Pacific Sotheby's Int'l Realty
 Keri Belhon - Pacific Sotheby's Int'l Realty
 Kyle Boggeman - Keller Williams Realty
 Matthew Brooks - Silva Coast Realty
 Nina Cacioppo - Pacific Sotheby's Int'l Realty
 Cuiwei Cai - Berkshire Hathaway HomeServices
 Yong Nak Cha - Century 21 Award
 Ivan Cheong - Windermere Homes & Estates
 Maria Contreras - RE/MAX Home Center
 Cheyne Cowne - Cal State Realty Services
 Heather Craig - Berkshire Hathaway HomeServices
 Shannon Criss - Douglas Ellman of California
 Cassandra Crow - Red Tree Realty
 Sammy Dabdoub - SDpremier
 Tara Daley - Redfin Corporation
 James Dovel - Krueger Realty
 Suzanna Drinkward - Brush Real Estate & Financial Svcs.
 Christine Fallon - Rowland Realty
 Bernabe Fernandez - Century 21 Award
 Michelle Gobel - Big Block Realty, Inc.
 Kayla Gross - Pacific Sotheby's Int'l Realty
 Joseph Habash - Keller Williams Realty
 Ethan Hall - Team Metro

Gloria Hanna - RE/MAX United
 Joseph Johnson - CityScape Real Estate
 Ricardo Jones - Keller Williams SD Central Coastal
 Simone Keaveney - Brush Real Estate & Financial Svcs.
 Sheng Liu - San Diego Sunrise Realty
 Justin Lundy - RE/MAX Home Center
 Alia Mansour - Premier Realty & Investments
 Matthew McQuade - Keller Williams Realty La Jolla
 Cecilia Moncada - United Real Estate San Diego
 Francis Narcelles - L & V Real Estate Investments
 Patrick Nemes - San & Sea Investments, Inc.
 Binh Nguyen - Berkshire Hathaway Elite Real Estate
 Sahar Naeemi Noroleh - Exceptional Realty
 Wanna Jo Parker - Military Mutual
 Giang Pham - Cali-Land, Inc.
 Simone Pietruni - Keller Williams Carmel Valley
 John Pratt - Century 21 Award
 Venus Riazati - Riazati Real Estate
 Lynda Rowinski - Century 21 Award
 Carmen Saunders - HomeSmart Realty West
 Travis Scarpace - Upstart Residential
 John Smith - Keller Williams Carmel Valley
 Denise Testa - Big Block Realty, Inc.
 Ken Yao - HomeSmart Realty West
 Wenbo Zhang - San Diego Sunrise Realty

Secondary Members

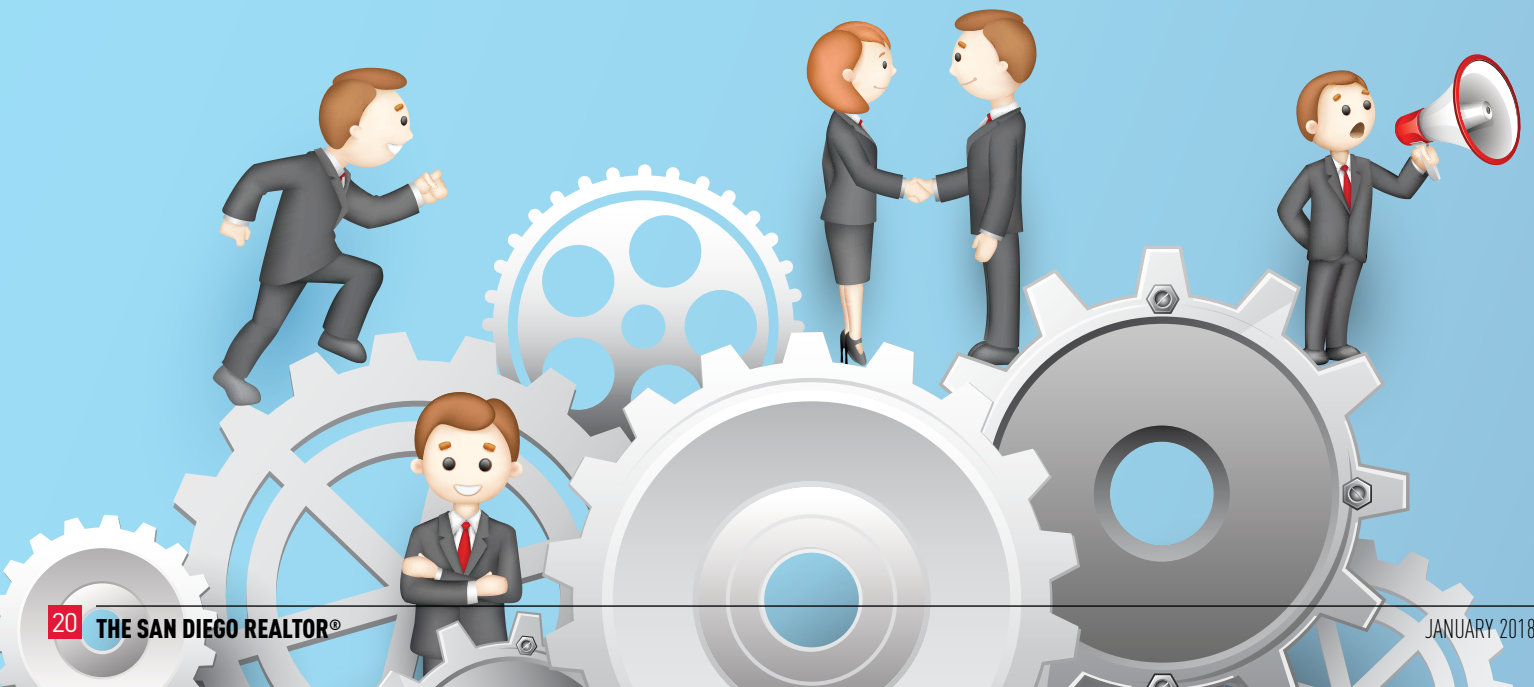
DESIGNATED REALTORS®

Michael Germano - Michael Anthony, Broker
 Marios Ignelis - Ignelis Realty
 Kristen Kalepp - Kristen L. Kalepp
 Jason Whitmore - Smart Realty Group

REALTORS®

Laura Barry - Barry Estates, Inc.
 Doug Berry - Pacific Sotheby's Int'l Realty

Billie Bourgeois - Pacific Sotheby's Int'l Realty
 Catherine Brock - Realty One Group
 Gwyn Carter Rice - Pacific Sotheby's Int'l Realty
 Leah Cole - Cole Realty & Mortgage
 Kara Courtney - Windermere Homes & Estates
 Kevin Dalzell - Pacific Sotheby's Int'l Realty
 Sue De Legge - Pacific Sotheby's Int'l Realty
 Bryan Devore - Pacific Sotheby's Int'l Realty
 Nancy Jo Dixon - Pacific Sotheby's Int'l Realty
 Andrea Dougherty - Pacific Sotheby's Int'l Realty
 Kimberly Fell - HomeSmart Realty West
 Edgar Garcia - Keller Williams Realty
 Alisa Geddes - Windermere Homes & Estates
 Phillip Gibbs - Pacific Sotheby's Int'l Realty
 Chris Heller - Keller Williams Realty
 Dalia Hirmez - Keller Williams Realty
 Callie Johnson - HomeBased Realty
 Joshua Kim - Keller Williams Realty
 Katherine Kus - Keller Williams Realty
 Lauren McCauley Elliott - Pacific Sotheby's Int'l Realty
 Gretchen Meyer - Harcourts Advantage
 Justin Miller - Beach City Brokers, Inc.
 Mike Mullins - Pacific Sotheby's Int'l Realty
 Louie Ortiz - Keller Williams Carmel Valley
 Scott Peck - Pacific Sotheby's Int'l Realty
 Lorella Ratliff - Windermere Homes & Estates
 Al Rex - Berkshire Hathaway HomeServices
 Michael Rosendahl - Keller Williams Realty
 Sherry Shriver - Pacific Sotheby's Int'l Realty
 Agnes Smith - Windermere Homes & Estates
 Lisa Stennes - Pacific Sotheby's Int'l Realty
 Greg Thompson - Hass Team Realty



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www.sdar.com/edge



January	February	March
S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31
April	May	June
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July	August	September
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October	November	December
S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31



FEBRUARY

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1 New Laws & Legislative Outlook 7:00 am-12:00 pm Creating the Ultimate Paperless Office 9:00 am-12:00 pm (Kearny Mesa) Mastering zipForm® w/ DocuSign® 1:00 pm-4:00 pm (Kearny Mesa)	2	3
4 New Member Orientation 8:30 am-2:30 pm (Kearny Mesa)	5 Paragon MLS Training 9:00 am-4:30 pm (Kearny Mesa)	6 Paragon MLS Training 9:00 am-4:30 pm (Kearny Mesa)	7 Start Me Up: Agent 9:00 am-3:30 pm (Kearny Mesa)	8 Risk Mgmt: Protecting Yourself & Representing Your Client 9:00 am-12:00 pm (Kearny Mesa) Paragon Tips and Tricks 9:00 am-12:00 pm (Coronado)	9	10
11	12	13 Fundamentals of Transaction Coordination 9:00 am-2:30 pm (South County) Paragon MLS Training 9:00 am-4:30 pm (Kearny Mesa)	14 Discovering Commercial R.E. 9:00 am-12:00 pm (Kearny Mesa) Solving the Mystery of Appraisals 9:30 am-11:00 am (Carlsbad) 4 Wealth Creation Steps Every Agent Should Know 10:00 am-11:00 am (East County) Tax Planning for REALTORS® 10:00 am-11:00 am (Solana Beach)	15 Lead Generation - Simple Strategies to Winning 9:00 am-10:30 am (Kearny Mesa)	16	17
18 SDAR Closed Presidents Day	19	20 Risk Management Brown Bag Seminar 12:00 pm-1:00 pm (Kearny Mesa)	21 Solving the Mystery of Government Finance 9:30 am-11:00 am (South County) Paragon Tips and Tricks 1:30 pm-4:30 pm (East County)	22 Agent Boot Camp 9:00 am-3:30 pm (Solana Beach) Ethics 9:00 am-12:00 pm (Carlsbad)	23 California Residential Purchase Agreement (RPA) 9:00 am-1:00 pm (East County)	24
25	26	27 Real Estate Negotiation Expert - Day 1 9:00 am-4:00 pm (Kearny Mesa)	28 Real Estate Negotiation Expert - Day 2 9:00 am-4:00 pm (Kearny Mesa) Online Marketing (Spanish) 2:00 pm-3:00 pm (South County)			

COMMITTEE MEETINGS	
1	Government Affairs 9:00 am - 11:00 am
1	Young Professionals Network 1:00 pm - 2:00 pm
9	REALTOR® Political Affairs 9:30 am - 11:30 am
12	Housing Opportunities 10:00 am - 12:00 pm
13	CREA Board of Directors (Coronado Service Center) 1:00 pm - 2:00 pm
14	Grievance 9:00 am - 11:00 am
14	Risk Management 12:00 pm - 2:00 pm
15	Education 11:00 am - 1:00 pm
16	Executive 8:30 am - 9:30 am
16	SDAR Board of Directors 9:30 am - 11:30 am
16	International 1:00 pm - 2:00 pm
22	Membership & Business Tech. 1:30 pm - 3:30 pm

All classes/events subject to change or cancellation.

LEGEND: KEARNY MESA SOUTH COUNTY EAST COUNTY SOLANA BEACH CORONADO CARLSBAD

JAN	CLASS TITLE	TIME	PRICE	CREDITS	PRESENTER
23	e-PRO® Certification	9:00 am – 4:00 pm	\$125	NA	Ginni Field
24-26	Conquering Contracts - Understanding the RPA-CA & Listing or Buying	WED: 9:00 am – 3:30 pm THUR: 9:00 am – 4:30 pm FRI: 9:00 am – 3:30 pm	\$299	6 CP 13 CS	Kent Sharp, Esq.
25	Tax Planning for Business (Spanish)	2:00 pm – 3:00 pm	\$10*	NA	Eduardo Landeros
FEB	CLASS TITLE	TIME	PRICE	CREDITS	PRESENTER
1	Creating the Ultimate Paperless Office	9:00 am – 12:00 pm	\$20	NA	Jeffrey Raskin
1	Managing zipForm® with DocuSign®	1:00 pm – 4:00 pm	\$15	NA	Jeffrey Raskin
6	Paragon MLS: Creating CMAs	9:00 am – 12:00 pm	Free	NA	Sandicor Trainer
6	Paragon MLS: Listing Input & Maintenance	1:30 pm – 4:30 pm	Free	NA	Sandicor Trainer
7	Start Me Up: Agent	9:00 am – 3:30 pm	\$45	NA	C.A.R. Instructor
8	Paragon MLS Tips & Tricks	9:00 am – 12:00 pm	Free	NA	Sandicor Trainer
8	Risk Management: Protecting Yourself & Representing Your Client	9:00 am – 12:00 pm	\$30	3 RM	Aaron Johnson
13	Fundamentals of Transaction Coordination	9:00 am – 2:30 pm	\$79	NA	Wendi Molina
13	Paragon MLS: CRS Tax 101	9:00 am – 12:00 pm	Free	NA	Sandicor Trainer
13	Paragon MLS: CRS Tax Advanced	1:30 pm – 4:30 pm	Free	NA	Sandicor Trainer
14	Discovering Commercial Real Estate	9:00 am – 12:00 pm	\$25	NA	Curtis Gabhart
14	Solving the Mystery of Appraisals	9:30 am – 11:00 am	\$10*	NA	Alisha Sirois & Linda Stroberg
14	4 Wealth Creation Steps Every Agent Should Know	10:00 am – 11:00 am	\$10*	NA	Hasani James
14	Tax Planning for REALTORS®	10:00 am – 11:00 am	\$10*	NA	Jesse Lipscomb
15	Lead Generation: Simple Strategies to Winning	9:00 am – 10:30 am	\$10*	NA	Bill Gaylord
20	Risk Management Brown Bag Seminar	12:00 pm – 1:00 pm	\$10*	NA	TBD
21	Solving the Mystery of Government Finance	9:30 am – 11:00 am	\$10*	NA	Alisha Sirois & Linda Stroberg
21	Paragon MLS Tips & Tricks	1:30 pm – 4:30 pm	Free	NA	Sandicor Trainer
22	Agent Boot Camp	9:00 am – 3:30 pm	\$30	NA	Patrick Alexander
22	Ethics	9:00 am – 12:00 pm	Free	3 ET	Bette Curtis

For easy registration and more information, visit www.sdar.com or call (858) 715-8040

*\$10 reservation fee will be refunded if you attend class. Notification of reservation cancellation must be received by e-mail or in writing 48 hours prior to start of class.

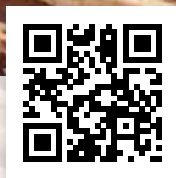
Classes subject to change or cancellation. | Check www.sdar.com/education for current information.
R-Plus = REALTOR®Plus price | RMS = Risk Management Specialist price

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