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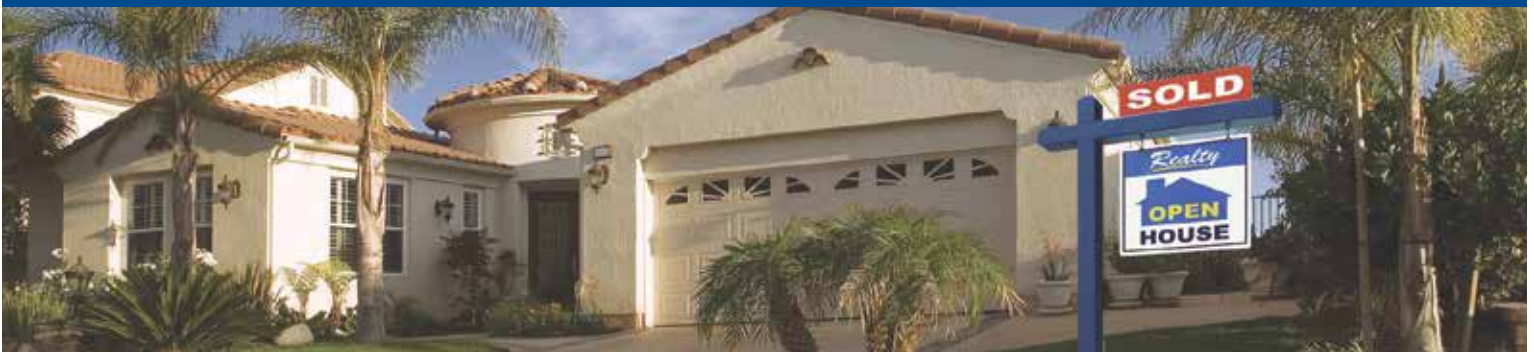
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Sandicor Shareholders Agree to Settlement on MLS



STEVE FRAIOLI - 2018 PRESIDENT

As many of you are aware, the shareholder Boards of Sandicor® have been involved in litigation regarding your MLS services. We are pleased to announce that the litigation between the Sandicor® shareholders has resolved with a settlement.

This settlement was carefully constructed and negotiated by volunteer leadership from each Association and drafted and reviewed by attorneys representing North San Diego County Association of REALTORS® (NSDCAR), Pacific Southwest Association of REALTORS® (PSAR), Greater San Diego Association of REALTORS® (GSDAR), Sandicor®, and California Regional MLS (CRMLS). All parties involved fully support the details of the settlement.

With this resolution, NSDCAR and PSAR will join CRMLS. The name Sandicor®, as a distinct brand in the San Diego marketplace, will cease to exist. GSDAR will obtain its MLS through an entity separate but owned by GSDAR, named San Diego Multiple Listing Service, Inc. (SDMLS).

To ensure all members have open access to as much information as possible, all three Associations have agreed to share data across both MLSs. MLS subscribers will continue accessing MLS data, with the same level of access as before, via Paragon. There will be no disruption of service. All three Associations have also agreed to keep the same user experience for all members, with the same exact Paragon look and feel members have grown accustomed to remaining in place.

In addition to keeping the Paragon

system in place for all agents in San Diego County, users will have access to all listings and sold data for the entire county. Both CRMLS and SDMLS will share the same Paragon system, and their listing data. It is anticipated to take at least 6 months for the shared Paragon system to be completed.

Each Association has acted with the intention of providing its membership with the most valuable MLS products and services. This realignment of MLS memberships is in service of the best interests of each Association's respective members, and provides each Association with their desired MLS outcome.

PSAR president Jan Farley, NSDCAR President Carol Farrar, and I have all voiced our support for the settlement in a press release, which can be read in full here: www.mlsoutlook.com and click on the word "News" on the top navigation.

Settlement dialogue began over 15 months ago when each of the three boards appointed two representatives from their Association to explore resolution options (Raylene Brundage and Michael Carunchio, representing NSDCAR; Sarah Heck and Anthony Andaya, representing PSAR; Cory Shepard and Bob Kevane, representing GSDAR).

Thanks to the efforts of this group, all three boards were able to reach a resolution to realign their MLS memberships to service the best interests of their respective Association members.

If you have any questions, please feel free to call 858-715-8035.

Attending the settlement on April 20: (front row, left to right) Art Carter (CRMLS), Steve Fraioli (GSDAR), Carol Farrar (NSDCAR), Jan Farley (PSAR), Mike Mercurio (GSDAR); (back row) Bob Kevane (GSDAR), Michael Carunchio (NSDCAR), Raylene Brundage (NSDCAR), Sarah Heck (PSAR), and Anthony Andaya (PSAR).





SDAR Candidates Sought for C.A.R. Directors

2018 Officers

- Steve Fraioli - President
- Kevin Burke - President-Elect
- Carla Farley - Vice President
- Angela Ordway - Treasurer
- Robert Kevane - Immediate Past President
- Cory Shepard - Immediate Past President

2018 Directors

- | | |
|------------------|------------------|
| Chris Anderson | Mark Marquez |
| Megan Beauvais | Denise Matthis |
| Glenn Bennett | Mary Mitchell |
| Linda Drylie | Frank Powell |
| Barbara DuDeck | Mark Powell |
| Vickie Fageol | Judy Preston |
| Ginni Field | Rocky Rockhill |
| Gerri-Lynn Fives | Donna Sanfilippo |
| Pat Garner | Ann Throckmorton |
| Steve Kilgore | Robert Weichelt |
| Derrick Lockett | |

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- Foley Publications - Design & Art Direction
- Kristie Pirkey - Managing Editor

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- RISK MANAGEMENT**
 Kyle Pietrzak, Esq. - *Vice President*
- SALES**
 Facio Palomino - *Vice President*

A primary activity of the California Association of REALTORS® is its legislative and political action program. C.A.R. Directors vote to set policy on legislative issues of vital importance to the real estate industry and private property rights.

SDAR is seeking qualified candidates to be C.A.R. Directors. Application deadline is June 29, 2018. Applicants must be a REALTOR® member of SDAR, and currently active at the Association.

The legislative program is primarily funded through voluntary contributions in the form of SDARPAC (SDAR Political Action Fund, CREPAC, RAF and HAF). As leaders of C.A.R., directors are strongly encouraged to make this contribution.

C.A.R. Directors are required to attend three business meetings a year. Before submitting your application, please make sure that your schedule permits you to attend the 2019 meetings on the following dates:

- Jan. 30-Feb. 2, 2019 (Indian Wells)
- May 1-4, 2019 (Sacramento)
- Fall 2019 (TBD location)

Please read instructions completely before applying.

Submit applications no later than June 29, 2018, to: Greater San Diego Association of REALTORS®

Attention: Christina Lesniak
 4845 Ronson Court
 San Diego, CA 92111
clesniak@sdar.com
 Fax: (858) 715-8088

DOWNLOAD THE INSTRUCTIONS AND APPLICATION HERE:

sdar.com/car-director-instructions
sdar.com/car-director-application

REALTORS® “Elevated” their Prospects at the Expo

More than 2,800 real estate professionals gathered on April 27 at the San Diego Convention Center for the Elevate Real Estate Conference and Expo hosted by SDAR. The annual event included a day of learning at breakout sessions, mingling and networking, an informative General Session, and a trade show featuring 220+ real estate exhibitor booths.

Attendees strolled the aisles of the Sail Pavilion, meeting vendors from the financial and insurance industry, home staging, moving and storage, technology, home improvement, property management, and many more. Along the way, they dropped off business cards, spun prize wheels, and picked up scores of “freebies.”

The conference opened with a General Session featuring Keynote Speaker Egypt Sherrod, an award-winning REALTOR® and HGTV host, who enlightened the audience on the “Seven Smart Business Practices of a Successful Real Estate Agent.” Her talk was followed by two panels of real estate industry “giants” and new brokers on the topic “What’s Next” for real estate.

Highlights of the day included hands-on labs covering tech tools and top apps for real estate professionals hosted by leading technology experts, breakout sessions for agents on increasing influence to boost sales, and for brokers on the topic of leading teams and creating an effective social media presence. A commercial track included a panel discussion of the new law on recreational cannabis and how it affects real estate. The conference wrapped up with a happy hour on the trade show floor.

Many thanks to everyone involved in the success of the day, especially our attendees and exhibitors. Particular appreciation goes to our sponsors: Bear Printing, Next Level Sales Coaching, GSWS Cybersecurity, Zillow, CRS Data, GEICO, JDog Junk Removal, Realtor.com, Renovate America, Asian Real Estate Association of America, RanchoTed, Guild Mortgage, Bite-Away Pest Control, Dotloop, Elite Escrow Services, and Curb 360.

Save the date for next year’s Elevate Conference and Expo scheduled for May 10, 2019, at the San Diego Convention Center.





Volunteer to Help Rehabilitate a Local Family Home on June 1



SDAR's Housing Opportunities Committee (HOC) is once again teaming up with Rebuilding Together San Diego to support a local San Diego family.

On Friday, June 1, our REALTORS®, along with their families and community partners, will work to rehabilitate the Southcrest home of Stella and Sergio Hernandez. Stella is a grandmother who cares for five grandchildren, four days a week, in the home which needs to be upgraded to be a safer environment for kids. Lifting up this home will make a huge impact in the neighborhood and create pride of ownership for this deserving family.

All skill levels are needed and welcomed. Volunteers are welcome to work the entire project day (approximately 8:30 a.m. to 1:00 p.m. or until project is completed). Lunch will be provided.

As always, this project is working with limited funding. If

you are unable to volunteer on June 1, you can still provide much needed assistance through in-kind donations. Monetary donations are also welcomed. Both are tax deductible.

Many hands make light work! To register visit rebuildingtogethersdar.eventbrite.com. For questions call (858) 715-8000, or email events@sdar.com. Please note: Must be 16 years of age to volunteer and/or be on-site. Volunteers age 16-18 will need a parent or guardian's signature on the waiver which can be found on the registration page.

Rebuilding Together San Diego provides critical repairs and renovations for low-income homeowners across San Diego County. Participants apply through the organization's website, and a project selection committee determines which sites will be selected based upon a number of factors, including need of the homeowner and the number of available sponsors.

May 18 Deadline to Nominate for SDAR Board of Directors

Take this opportunity to give back to your industry and the organization dedicated to helping you make a living. By serving on the SDAR Board of Directors, you can help lead our organization to be the best it can be and help guide policies that will serve our members into the future.

The SDAR Nominating/Election Committee is seeking recommendations for the position of 2019 SDAR Director. You may nominate yourself or another person who you feel is qualified. The deadline to nominate eligible members is **Friday, May 18**.

Go to www.sdar.com/election to download a nomination form.



Why Should Sellers Trust Your Recommended Price?



By Nicole Slaughter-Graham

Some sellers base their list price on inaccurate online home valuation tools. Here's how to convince them to trust your professional insights over the internet.

Jamie McCurdy wanted to sell her house in Houston quickly so she could move back to her home state of Missouri to be closer to family. McCurdy wasn't concerned with making a big profit on the sale – after all, it was December 2013, and the local market was still trudging through the recovery of the last housing downturn. She just wanted a short timeline to close.

So she researched home values online and was satisfied to list her 2,280-square-foot ranch-style house according to what the internet said her home was worth. Zillow's "Zestimate" and other automated valuation models valued her home at \$189,000. But her real estate agent, Penny Brockway, RSPS, broker-owner of Brockway Realty in League City, Texas, flinched at the figure.

Brockway wanted to respect McCurdy's wishes for a quick sale, but given that the three-bedroom, two-bath home sat on 10,000 square feet of land, she knew AVMs were undervaluing her client's property. So Brockway further researched local market data using the Realtors Property Resource®, including comparable listings, home upgrades and special features, and neighborhood dynamics.

She found that most homes in the area sat on 7,000 to 9,000 square feet of land and didn't have comparable features, such as a tiered deck, spa, and detached two-car garage. "Her house had everything," Brockway says. "Beautiful wood floors and plantation shutters. It was really at the high end in the neighborhood, and I knew we could get more money."

To McCurdy's surprise, Brockway suggested listing the home for \$227,000 -- \$38,000 more than McCurdy envisioned. "I'd only been in the house for a year, and the market at the time was improving but not great yet," McCurdy says. "I didn't think it would sell for that price." Brockway would have to ease McCurdy's concerns and dissuade her of the common misconception that AVMs provide an accurate price point.

It's an ongoing issue agents continue to face: How do you convince sellers that you are a better resource for accurate market data than third-party real estate sites? "These sites are basically for entertainment purposes only," says

Tim Harris, cofounder of Tim and Julie Harris Real Estate Coaching. "Agents need to approach every single seller with the assumption that the seller is looking at these sites, and they have to prepare accordingly."

In order to do that, agents must be educated on the hyperlocal stats that matter most to a client's sale and present a detailed price analysis that covers items AVMs don't. "The Zestimate or any of these other AVMs aren't going to take into account the intricacies of the area or the upgrades on the home, and a prepared agent can show a seller how those variables affect price," Harris says. That will go a long way toward building trust with clients, which is essential if they are going to feel comfortable accepting your guidance and advice. "The consumer has to have more confidence in the agent than they do the internet. To build this confidence, agents must be able to present a detailed CMA with a high level of authority."

After Brockway supplied a more detailed market analysis, McCurdy realized she could potentially leave thousands of dollars on the table. "Once I considered the information Penny brought to me, I realized I had to put a little faith into my agent," McCurdy says. They eventually compromised on the list price, putting the home on the market for \$220,000. Six days after listing, a buyer offered the full asking price.

"I definitely didn't expect it," McCurdy says. "I thought we would still have to come down from the asking price, and here was a full-price offer." The transaction closed soon after, and McCurdy pocketed \$30,000 more than she thought she would on the sale. "I'm really happy Penny provided so much information on the value of my home. I was able to put faith in my agent, and I couldn't have asked for a better experience."

It wasn't difficult for Brockway to take control of the narrative of her client's home value with the right information, she says. "I always make sure I'm prepared ahead of time and bring my laptop with me when I meet a client. I think that's really important," Brockway says. "It's important to me that I take care of my clients, and getting them the most money for their home is part of that."

Nicole Slaughter-Graham is a freelance journalist and writer based in St. Petersburg, Fla. Reprinted from March 2018 REALTOR® Magazine, with permission of the National Association of REALTORS®. Copyright 2018. All rights reserved.

Golden State Web Solutions is Your Partner Against Cybercrime

By Dave Tuckman

Greetings SDAR members. Golden State Web Solutions, Inc. (www.GSWS.com) is your new SDAR partner in the cybersecurity arena. As this is our inaugural article, I want to include a bit of background on GSWS and the goals behind this partnership.

ABOUT GSWS

GSWS opened in 1994 as a startup internet technology company, offering website design, site maintenance, email, hosting and domain name registration. Fast-forward to today, and providing clients with cybersecurity solutions has become our primary focus. We still provide managed IT, web development and hosting services as much as ever, but our core focus is our client's security and compliance business needs.

If you are our client, we focus on what is most critical to your business. This can be security-centric and/or just the overall way you use technology to improve processes. You will find we are a close-knit team of highly skilled (and personable) individuals, committed to providing knowledge, skills, respect, quality services and the care we provide to each client, in support of their needs and requirements.

As owner and president, it is my responsibility to ensure that we live up to these standards daily. If you ever have any questions, comments or concerns, please feel free to reach out to me directly at dave@GSWS.com or (619) 905-4468. I look forward to speaking with you.

CYBER THREATS ARE REAL

Cybersecurity is a serious threat facing each of us. By 2019, the annual global cost of cybercrime is going to be an estimated \$2.1 trillion dollars. That number does not just represent large companies or organizations, 43% of all cyberattacks in 2015 were leveraged at companies of 250 people or less. The financial impact to small and mid-sized organizations hit by cybercrime is estimated at \$690,000 per incident.

REALTORS® are a prime target of cybercriminals. If you think about it, your industry is built on a workforce of independent contractors working in a mobile environment, conducting

high dollar transactions within tight timelines that involve multiple third parties. Any of those reasons alone is enough to be an attractive target. Put everything together and that's why REALTORS® have become prime targets for cybercriminals.

Everything has an element of risk, and cyber is just a new(er) topic of conversation. As a professional, implementing good security is a powerful way to distinguish yourself from the competition in a very competitive industry. REALTORS® that understand and implement good security will better protect their clients, their reputation and their business at large.

THE SOLUTION

Recognizing the need to protect individuals, GSWS has developed a custom security framework: Security In A Box™. Implementing Security In A Box™ can immediately reduce your cyber risk and liability by as much as 90 percent.

"Cybersecurity: Realtor Edition" is the version of Security In A Box™ GSWS developed specifically for REALTORS® and/or individuals within the real estate industry, and it's what GSWS and SDAR have partnered to make available to SDAR members.

The platform uses a combination of software, educational information, news feeds and other resources to identify and protect yourself. Repeated review of processes will further reduce your exposure to risk. In the event an incident were to occur, you will be prepared to manage the incident in a compliant and proactive manner that protects yourself, your clients and your reputation.

For additional information, please visit www.sdar.gsws.com. If you prefer to speak with a human, call Dave at (619) 905-4468 or e-mail dave@GSWS.com.

UPCOMING ARTICLES

We want these articles to provide you with a resource of information on cybersecurity and compliance. We'll share tips, news and related information to help keep you informed and safe as possible. In addition to pushing out information, we want to hear from you, your stories and experiences. Cybersecurity impacts us all, so the more we can share, the safer we will ultimately be.

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CUSTOMER: Everyone I dealt with were very pleasant and comfortable to talk to. I could not have asked for a better experience. Thank you again!

REAL ESTATE AGENT: First of all, I love supporting Veterans in business! Jennifer and her husband and the JDog crew provide excellent, polite and professional service to my sellers and buyers (I'm a San Diego residential REALTOR®). They've helped with move in / move out cleanouts and large item removals. I truly appreciate well-rounded services: polite, professional and they get the job done! I highly recommend hiring them and I'm happy to chat with anyone that has questions about them; I'm happy to put my name to them, because they always make me look good with my clients!

CUSTOMER: JDog was awesome in help haul away the last heavy load from my Dads house. They were on time and very personable. My Dad was a Vet so it was cool that this is military group kickin butt and takin names as usual. Thanks again!

REAL ESTATE AGENT: JDog Removal took amazing care of my clients. Not only did they take care a large, tedious job, their customer service is amazing. They treat you as if you are not just a client, but a friend as well. I would highly recommend their services and will be using them again for my client needs.

This past week, we received a phone call from a distressed real estate agent. The house was closing that night, but there were still items that the new owner did not need, want, nor were they the materials left behind that were discussed in the sales agreement. We all know what would happen if the real estate agent turned over a property with unwanted junk left behind.

The real estate agent called JDog after having previously met them at a morning caravan. Within a half hour, JDog was on site with their truck and trailer, ready to remove the unwanted items. The driveway was long, windy, and narrow. Owner Scott successfully backed the trailer up the driveway with ground guidance from his wife Jennifer. No reverse fluid was needed for this mission (If you don't know about this, ask a military member).

Once inside, the sofa and desk from upstairs were easy to remove, but the couch proved to be too large to make the turn at the bottom of the stairs to exit the property. Without missing a beat, Scott cut through the worn and torn pink couch with a reciprocating saw. The couch and its stuffing

were cut through first to keep the fluff-debris to a minimum, but Jennifer grabbed the vacuum cleaner to make sure that there would be no issues from the purchasing party.

Other small items that had gone unnoticed seemed to be scattered around and throughout the house. Even though Scott had already given the real estate agent the quote for the trailer for the large items, these little odds and ends were popping up everywhere and were too much for the real estate agent to remove himself – nor did he want to deal with this junk.

The team chose to communicate the new situation to the real estate agent and reassess the price of the junk removal. Once everyone was caught up to speed, JDog Junk Removal continued to march forward. The sun was now starting to set, yet JDog was not deterred by the amount of junk or the fading light. After one more sweep of the house both parties were satisfied, thrilled even. Invoices were exchanged and the real estate agent was still able to make it home in time for dinner.

JDog Junk Removal's mission was not yet over.

The husband-and-wife team took the items that they had strategically placed into the trailer back to the warehouse. It was here where they were able to sort through and process the gently used items for donations. It was at the warehouse where they were able to see if a soldier needed the items. We know that an active duty E-4 lives below the poverty line. Just about every item that gets removed from a site has some sort of a home; it is just finding the right place to recycle it.

If you've made it this far, please like our Facebook page: www.facebook.com/jdog-san-diego.

Because of your efforts to redirect "junk" in our direction, we have been able to bring another truck into our fleet. Because of that, we want you to snap our photo. If you see one of our vehicles on the road, or at your job site, or any job site for that matter, take a picture and post it into our new Facebook thread. Don't cheat and take a photo at our warehouse! We will do a random drawing which will be announced in the near future.

Thank you for reading, and we appreciate you, your hard work and dedication, and your efforts to use the right people for the job.

Visit www.jdogjunkremoval.com or contact JDog at (858) 848-0364 or sandiego@jdog.com.

Every Second Thursday of the Month at a Luxury Listing in San Diego County

SUNSET SOIREE



Join YPN Today and Attend our Next Mixer

The YPN Sunset Soiree takes place every second Thursday of the month at a luxury listing in San Diego County. Enjoy networking with other real estate professionals while taking in a spectacular sunset.

Join today – it's FREE: www.sdar.com/ypn



YPN Sunset Soiree 2018 Schedule

Dates and times are subject to change without notice. For updated list and details, please visit www.sdar.com/ypn.

- May 10
- June 14
- July 12
- August 9
- September 13
- October 11
- November 8



Young Professionals Network



Current Year - 2018

Previous Year - 2017

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91902	Bonita	11	46	63	42	\$740,000	\$742,500	13	46	30	31	\$660,000	\$640,500				
91905	Boulevard	1	8	14	48	\$180,000	\$266,250	1	10	105	66	\$310,000	\$227,000				
91906	Campo	3	18	38	36	\$298,000	\$301,450	6	20	19	25	\$304,500	\$298,000				
91910	Chula Vista	31	94	22	24	\$540,000	\$550,000	35	126	37	31	\$489,888	\$484,944				
91911	Chula Vista	32	107	19	22	\$487,500	\$494,000	42	137	21	29	\$455,000	\$455,000				
91913	Chula Vista	25	102	32	29	\$640,000	\$608,000	23	119	18	31	\$550,000	\$544,000				
91914	Chula Vista	12	51	32	56	\$823,000	\$805,000	17	51	18	22	\$725,000	\$715,000				
91915	Chula Vista	28	74	13	20	\$543,000	\$568,000	27	84	26	28	\$578,000	\$540,000				
91916	Descanso	5	13	136	81	\$354,950	\$432,000	3	6	62	58	\$410,000	\$458,000				
91917	Dulzura	0	2	0	18	\$0	\$417,000	0	0	0	0	\$0	\$0				
91931	Guatay	0	0	0	0	\$0	\$0	0	1	0	233	\$0	\$75,000				
91932	Imperial Beach	21	51	47	40	\$620,000	\$585,000	9	33	38	26	\$580,000	\$550,000				
91934	Jacumba	2	3	16	12	\$197,500	\$180,000	0	2	0	15	\$0	\$124,200				
91935	Jamul	14	44	24	46	\$543,500	\$674,000	6	31	74	50	\$750,000	\$620,000				
91941	La Mesa	37	120	27	31	\$625,000	\$629,500	23	98	25	28	\$545,000	\$580,000				
91942	La Mesa	23	86	15	21	\$585,900	\$565,000	33	109	15	23	\$542,000	\$525,000				
91945	Lemon Grove	12	65	11	20	\$485,000	\$458,000	20	62	22	25	\$438,500	\$432,000				
91948	Mount Laguna	0	0	0	0	\$0	\$0	1	4	20	34	\$139,900	\$127,450				
91950	National City	13	52	40	34	\$420,000	\$427,500	9	57	14	32	\$356,000	\$400,000				
91962	Pine Valley	3	10	5	39	\$425,000	\$413,000	4	15	46	48	\$435,000	\$374,000				
91963	Potrero	0	1	0	13	\$0	\$263,000	0	2	0	161	\$0	\$315,000				
91977	Spring Valley	40	144	21	23	\$504,950	\$482,750	39	177	22	31	\$425,000	\$432,000				
91978	Spring Valley	1	25	54	26	\$600,000	\$565,000	8	25	27	40	\$612,450	\$519,000				
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0				
92003	Bonsall	4	12	75	82	\$1,124,150	\$845,000	7	17	87	81	\$581,500	\$668,000				
92004	Borrego Springs	15	41	122	99	\$286,500	\$275,000	15	43	123	88	\$185,000	\$185,000				
92007	Cardiff By The Sea	2	17	23	25	\$1,690,000	\$1,355,000	10	18	16	24	\$1,475,000	\$1,475,000				
92008	Carlsbad	23	54	22	30	\$984,000	\$1,017,500	18	52	72	50	\$845,000	\$832,500				
92009	Carlsbad	47	131	33	33	\$1,050,000	\$1,010,000	52	169	38	39	\$1,030,000	\$960,000				
92010	Carlsbad	18	53	14	20	\$895,500	\$865,000	11	42	43	33	\$935,000	\$819,000				
92011	Carlsbad	21	61	21	23	\$1,060,000	\$1,030,000	27	73	30	33	\$1,055,000	\$965,000				
92014	Del Mar	17	62	66	50	\$2,200,000	\$1,987,500	15	44	35	51	\$2,160,000	\$1,712,500				
92019	El Cajon	38	125	20	25	\$565,000	\$560,000	41	128	22	36	\$559,900	\$530,000				
92020	El Cajon	33	108	17	27	\$625,000	\$500,000	40	100	31	39	\$479,800	\$477,000				
92021	El Cajon	35	126	25	26	\$500,000	\$485,000	28	133	37	33	\$503,000	\$470,000				
92024	Encinitas	25	114	46	32	\$1,255,000	\$1,245,000	40	125	26	37	\$1,299,950	\$1,180,000				
92025	Escondido	21	89	21	30	\$588,800	\$570,000	27	106	27	38	\$553,000	\$505,000				
92026	Escondido	40	142	22	33	\$561,450	\$535,000	50	161	38	39	\$540,000	\$526,000				
92027	Escondido	42	143	15	28	\$490,950	\$475,000	46	144	23	30	\$473,250	\$473,250				
92028	Fallbrook	56	177	33	42	\$554,900	\$565,000	67	211	33	45	\$570,000	\$541,000				
92029	Escondido	15	61	23	26	\$805,000	\$771,900	26	71	40	55	\$717,500	\$715,000				
92036	Julian	5	20	90	55	\$280,000	\$392,500	8	31	57	83	\$342,825	\$335,000				
92037	La Jolla	31	100	51	74	\$2,377,500	\$2,250,000	29	93	48	66	\$2,200,000	\$2,000,000				
92040	Lakeside	33	109	26	26	\$530,000	\$525,000	26	83	34	39	\$485,000	\$485,000				
92054	Oceanside	15	56	21	26	\$698,000	\$693,750	20	84	29	29	\$535,000	\$599,500				
92056	Oceanside	36	147	15	18	\$582,500	\$562,000	49	149	24	21	\$540,000	\$517,000				
92057	Oceanside	50	170	16	18	\$525,000	\$558,750	62	190	21	28	\$500,000	\$493,750				
92058	Oceanside	9	45	14	33	\$478,000	\$525,000	9	31	28	21	\$530,000	\$482,500				
92059	Pala	0	1	0	214	\$0	\$750,000	1	3	57	69	\$968,500	\$725,000				
92060	Palomar Mountain	1	3	6	27	\$635,000	\$635,000	1	7	30	122	\$360,000	\$125,000				
92061	Pauma Valley	2	7	9	62	\$457,500	\$423,000	3	12	76	139	\$470,000	\$517,500				

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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	41	146	20	26	\$825,000	\$777,500	47	149	28	35	\$872,750	\$745,000
92065	Ramona	46	144	27	31	\$537,000	\$530,673	50	174	42	48	\$542,500	\$516,500
92066	Ranchita	1	2	76	60	\$395,000	\$261,250	2	3	37	53	\$407,000	\$418,250
92067	Rancho Santa Fe	16	64	87	70	\$2,300,000	\$2,355,000	26	67	98	103	\$2,370,000	\$2,001,333
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	27	97	12	23	\$585,000	\$586,000	33	91	12	29	\$555,000	\$550,000
92070	Santa Ysabel	1	1	118	118	\$565,500	\$565,500	1	1	89	89	\$480,000	\$480,000
92071	Santee	38	129	17	22	\$530,000	\$535,000	43	132	21	27	\$490,000	\$490,000
92075	Solana Beach	9	30	20	42	\$1,649,000	\$1,492,500	12	26	24	58	\$1,650,000	\$1,480,000
92078	San Marcos	45	126	17	23	\$849,900	\$750,500	43	146	20	30	\$730,000	\$730,000
92081	Vista	20	62	15	16	\$572,500	\$572,000	24	86	10	21	\$556,000	\$527,250
92082	Valley Center	21	68	37	49	\$695,900	\$692,950	18	68	69	62	\$595,000	\$595,000
92083	Vista	12	53	18	27	\$505,450	\$495,000	15	56	25	20	\$450,000	\$449,500
92084	Vista	30	108	37	36	\$594,000	\$598,730	32	143	44	44	\$513,500	\$524,000
92086	Warner Springs	0	3	0	41	\$0	\$379,000	1	3	43	50	\$329,000	\$200,000
92091	Rancho Santa Fe	2	11	147	92	\$2,599,000	\$2,140,000	1	8	5	42	\$1,450,000	\$1,887,500
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	0	3	0	29	\$0	\$990,000	0	2	0	158	\$0	\$576,025
92102	San Diego	10	42	23	21	\$484,000	\$435,000	10	36	15	16	\$379,500	\$454,950
92103	Mission Hills	10	44	70	49	\$1,137,500	\$1,030,000	8	45	8	53	\$1,347,000	\$1,030,000
92104	North Park	20	63	15	20	\$702,500	\$705,000	19	70	19	24	\$700,000	\$655,000
92105	East San Diego	14	54	14	23	\$463,000	\$439,500	24	75	18	24	\$383,500	\$393,000
92106	Point Loma	20	49	40	52	\$1,050,000	\$1,110,000	21	66	29	32	\$1,325,000	\$1,120,613
92107	Ocean Beach	13	47	30	33	\$1,150,000	\$1,210,000	16	53	27	28	\$1,057,500	\$1,015,000
92108	Mission Valley	1	1	9	9	\$630,000	\$630,000	1	4	2	8	\$640,000	\$680,000
92109	Pacific Beach	20	60	31	33	\$1,165,000	\$1,241,500	24	75	31	43	\$1,132,500	\$1,175,000
92110	Old Town SD	15	48	14	22	\$850,000	\$852,500	11	30	24	27	\$750,000	\$804,250
92111	Linda Vista	15	58	18	19	\$650,000	\$632,250	17	68	9	14	\$550,000	\$561,625
92113	Logan Heights	9	44	29	23	\$385,000	\$380,000	7	55	15	31	\$335,000	\$370,000
92114	Encanto	46	146	26	24	\$438,500	\$436,000	38	161	34	38	\$420,000	\$402,000
92115	College Grove	30	118	33	24	\$562,000	\$547,500	37	127	15	28	\$523,200	\$522,000
92116	Normal Heights	24	80	17	24	\$679,500	\$700,000	28	80	16	24	\$737,500	\$690,500
92117	Clairemont Mesa	35	119	21	19	\$669,000	\$695,000	38	128	15	20	\$621,000	\$621,000
92118	Coronado	9	47	73	97	\$2,600,000	\$2,362,500	12	50	84	75	\$1,724,000	\$1,745,000
92119	San Carlos	31	80	13	22	\$645,000	\$624,950	24	100	11	18	\$594,900	\$580,000
92120	Del Cerro	29	91	7	19	\$685,000	\$680,000	35	103	13	24	\$689,000	\$640,000
92121	Sorrento	0	7	0	44	\$0	\$1,053,000	2	4	23	63	\$1,042,000	\$897,500
92122	University City	13	27	18	19	\$835,000	\$890,000	9	42	30	29	\$920,000	\$852,110
92123	Serra Mesa	20	68	15	19	\$640,450	\$624,000	15	48	8	25	\$578,000	\$565,500
92124	Tierrasanta	12	36	9	17	\$789,000	\$750,000	5	33	40	32	\$750,000	\$660,000
92126	Mira Mesa	26	90	10	13	\$632,500	\$622,500	31	108	10	17	\$575,000	\$572,250
92127	Rancho Bernardo	39	134	26	30	\$1,090,000	\$1,104,000	58	186	26	34	\$975,000	\$985,500
92128	Rancho Bernardo	52	146	20	19	\$745,000	\$743,250	43	163	19	23	\$705,000	\$676,000
92129	Rancho Penasquitos	30	91	10	17	\$868,150	\$830,000	27	95	10	19	\$740,000	\$749,000
92130	Carmel Valley	47	124	30	32	\$1,350,000	\$1,332,200	30	140	26	35	\$1,168,500	\$1,255,000
92131	Scripps Miramar	15	69	14	19	\$1,000,000	\$980,000	23	73	31	28	\$925,000	\$890,000
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	8	33	19	39	\$464,000	\$453,008	12	48	39	30	\$435,500	\$430,000
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	16	86	26	25	\$497,500	\$495,000	26	108	16	30	\$450,750	\$461,356
92173	San Ysidro	1	12	8	26	\$485,000	\$467,500	4	14	26	36	\$387,500	\$410,000

GROUP TOTAL COUNTS: 1903 6513

2063 7147

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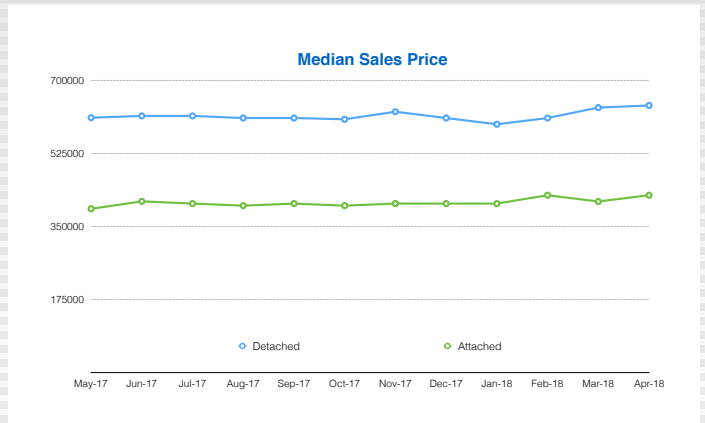
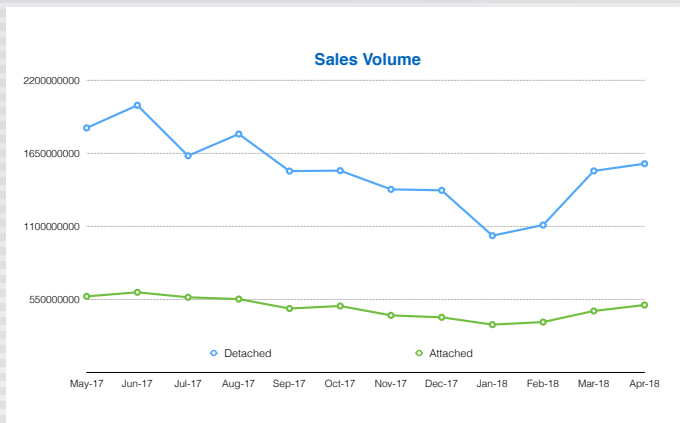
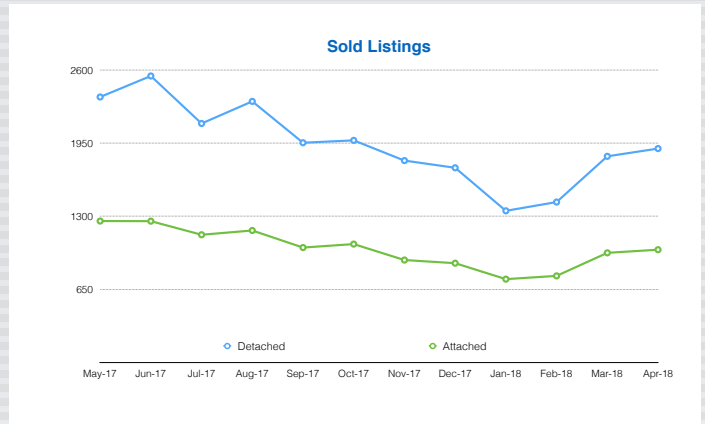
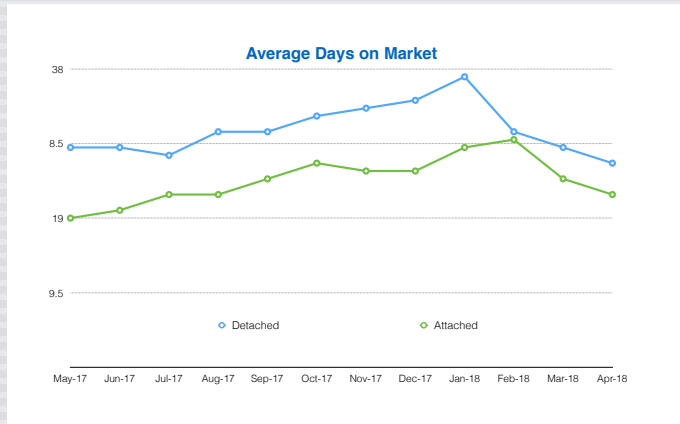
Previous Year - 2017

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	5	77	47	\$195,000	\$247,500	2	9	30	36	\$237,500	\$250,000
91902	Bonita	5	19	10	16	\$371,000	\$371,000	3	7	7	11	\$212,500	\$212,500
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	7	35	17	26	\$430,000	\$380,000	9	36	32	37	\$310,000	\$319,500
91911	Chula Vista	15	39	17	16	\$336,500	\$322,000	11	42	35	53	\$264,000	\$294,000
91913	Chula Vista	22	85	15	27	\$375,000	\$376,000	22	103	10	17	\$335,000	\$342,500
91914	Chula Vista	4	13	12	11	\$392,500	\$378,000	8	21	9	19	\$391,250	\$375,000
91915	Chula Vista	12	54	13	21	\$417,500	\$409,500	22	75	18	30	\$412,500	\$389,000
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	7	22	60	50	\$740,000	\$332,450	11	22	39	42	\$451,500	\$450,750
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	4	7	6	7	\$308,500	\$295,000	2	9	15	26	\$287,500	\$285,000
91942	La Mesa	16	58	31	27	\$330,000	\$329,000	19	54	15	20	\$335,000	\$335,000
91945	Lemon Grove	1	3	6	4	\$215,000	\$233,500	1	6	133	43	\$250,000	\$249,000
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91950	National City	3	10	22	29	\$306,700	\$277,500	3	8	112	51	\$337,000	\$232,000
91962	Pine Valley	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91977	Spring Valley	20	50	16	18	\$345,000	\$337,500	16	35	18	18	\$260,500	\$261,000
91978	Spring Valley	1	13	29	25	\$295,000	\$305,000	4	6	33	33	\$267,000	\$274,000
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	1	7	21	43	\$350,767	\$364,000	2	7	8	53	\$323,000	\$310,000
92004	Borrego Springs	5	8	117	83	\$120,000	\$109,950	6	11	214	159	\$105,500	\$95,000
92007	Cardiff By The Sea	8	17	9	19	\$633,250	\$630,000	2	15	6	26	\$1,090,750	\$1,027,000
92008	Carlsbad	8	30	30	40	\$552,750	\$613,000	13	40	26	41	\$695,000	\$697,450
92009	Carlsbad	25	76	22	24	\$620,000	\$520,000	32	102	39	32	\$492,500	\$475,375
92010	Carlsbad	9	39	11	19	\$560,000	\$535,000	9	30	19	16	\$487,000	\$445,000
92011	Carlsbad	12	26	16	18	\$646,500	\$651,500	19	55	15	23	\$635,000	\$612,500
92014	Del Mar	7	21	34	25	\$1,010,000	\$1,010,000	4	16	28	21	\$1,260,000	\$1,097,500
92019	El Cajon	12	48	17	28	\$337,500	\$325,000	15	49	25	22	\$316,000	\$292,500
92020	El Cajon	15	34	24	26	\$240,000	\$263,500	9	33	38	33	\$217,000	\$225,000
92021	El Cajon	10	50	21	18	\$282,500	\$275,000	11	39	39	30	\$258,000	\$249,000
92024	Encinitas	15	49	15	22	\$750,000	\$674,900	19	51	18	26	\$610,000	\$615,000
92025	Escondido	4	21	9	24	\$353,000	\$320,000	7	26	40	29	\$300,000	\$286,500
92026	Escondido	9	26	14	21	\$345,000	\$351,250	15	54	17	15	\$299,000	\$329,500
92027	Escondido	11	28	25	19	\$315,000	\$261,500	13	33	31	29	\$200,000	\$220,000
92028	Fallbrook	2	6	19	43	\$214,900	\$214,900	5	15	48	68	\$218,000	\$225,000
92029	Escondido	2	3	4	7	\$400,000	\$330,000	1	2	4	9	\$375,000	\$350,000
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92037	La Jolla	45	129	30	29	\$807,500	\$750,000	37	118	23	27	\$645,000	\$655,000
92040	Lakeside	5	32	11	34	\$240,000	\$240,000	6	28	19	20	\$242,500	\$222,500
92054	Oceanside	15	56	36	37	\$712,000	\$550,000	18	59	22	35	\$510,000	\$460,000
92056	Oceanside	33	102	31	32	\$398,000	\$391,250	24	81	8	19	\$357,500	\$343,000
92057	Oceanside	31	97	30	36	\$325,000	\$326,000	33	92	20	20	\$299,900	\$300,900
92058	Oceanside	8	35	13	27	\$356,250	\$325,000	15	40	17	16	\$345,000	\$330,000
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	1	2	18	159	\$355,000	\$364,950	0	1	0	97	\$0	\$280,000

		Current Year - 2018						Previous Year - 2017					
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
92064	Poway	5	12	4	10	\$485,000	\$471,000	8	15	14	15	\$425,000	\$415,000
92064	Poway	6	18	38	19	\$509,500	\$483,500	0	15	0	15	\$0	\$415,000
92065	Ramona	4	15	72	67	\$301,000	\$303,000	5	14	37	56	\$245,000	\$284,000
92066	Ranchita	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92067	Rancho Santa Fe	0	3	0	90	\$0	\$1,295,000	0	1	0	102	\$0	\$950,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	9	34	16	24	\$430,000	\$383,500	5	18	54	30	\$377,500	\$378,750
92070	Santa Ysabel	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92071	Santee	25	92	19	19	\$360,000	\$371,000	34	92	13	18	\$324,000	\$335,000
92075	Solana Beach	8	31	53	40	\$970,000	\$965,000	15	35	20	20	\$838,000	\$839,500
92078	San Marcos	18	74	14	20	\$525,500	\$462,500	32	87	20	18	\$455,000	\$438,000
92081	Vista	3	18	13	15	\$302,000	\$374,000	3	16	3	9	\$265,000	\$325,000
92082	Valley Center	0	0	0	0	\$0	\$0	0	1	0	77	\$0	\$623,000
92083	Vista	4	27	12	19	\$334,000	\$332,000	9	22	13	26	\$290,000	\$320,000
92084	Vista	6	19	14	25	\$363,000	\$342,000	4	14	17	21	\$321,000	\$292,500
92086	Warner Springs	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92091	Rancho Santa Fe	1	5	5	47	\$770,000	\$810,000	3	9	31	35	\$817,500	\$765,000
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	85	288	42	34	\$569,900	\$550,050	70	230	26	31	\$508,750	\$512,950
92102	San Diego	6	27	16	22	\$436,000	\$355,000	8	21	27	29	\$305,500	\$326,000
92103	Mission Hills	16	81	23	25	\$615,000	\$525,600	31	100	19	43	\$465,000	\$499,950
92104	North Park	15	56	19	18	\$405,000	\$405,000	19	80	19	19	\$350,000	\$345,000
92105	East San Diego	8	22	27	72	\$257,500	\$242,500	10	28	17	26	\$256,500	\$231,500
92106	Point Loma	7	24	20	33	\$650,000	\$767,500	1	14	62	46	\$530,130	\$563,065
92107	Ocean Beach	11	25	10	17	\$525,000	\$530,000	7	29	24	20	\$410,000	\$414,600
92108	Mission Valley	32	112	14	19	\$411,000	\$389,250	41	117	17	20	\$325,000	\$345,000
92109	Pacific Beach	30	90	26	33	\$597,000	\$550,595	34	103	30	36	\$558,750	\$569,000
92110	Old Town SD	18	71	12	25	\$401,520	\$422,500	12	54	9	25	\$375,000	\$375,000
92111	Linda Vista	16	54	21	20	\$369,500	\$410,750	17	60	18	27	\$363,000	\$400,000
92113	Logan Heights	1	8	38	45	\$395,000	\$297,500	4	11	8	12	\$279,950	\$263,000
92114	Encanto	2	5	5	28	\$387,500	\$355,000	1	3	3	15	\$355,000	\$355,000
92115	College Grove	15	56	8	15	\$265,000	\$272,500	10	50	12	25	\$244,500	\$244,840
92116	Normal Heights	12	46	9	20	\$392,500	\$357,500	10	47	10	18	\$414,250	\$355,000
92117	Clairemont Mesa	4	32	34	27	\$419,500	\$377,500	14	37	15	14	\$343,500	\$360,000
92118	Coronado	9	43	45	55	\$1,350,000	\$1,315,000	9	37	73	100	\$840,500	\$1,080,000
92119	San Carlos	11	44	9	20	\$302,500	\$321,500	10	43	11	20	\$305,000	\$290,000
92120	Del Cerro	10	32	23	26	\$362,500	\$374,500	7	43	16	20	\$435,000	\$300,000
92121	Sorrento	4	11	11	10	\$615,000	\$580,000	0	9	0	15	\$0	\$528,100
92122	University City	25	99	17	20	\$495,000	\$480,000	25	97	19	22	\$383,000	\$450,000
92123	Serra Mesa	12	36	4	11	\$506,250	\$474,000	10	32	10	22	\$376,750	\$426,250
92124	Tierrasanta	9	35	27	27	\$510,000	\$480,000	6	29	9	37	\$425,000	\$424,000
92126	Mira Mesa	22	71	8	24	\$380,000	\$375,000	26	101	14	17	\$345,000	\$351,000
92127	Rancho Bernardo	18	52	12	13	\$415,000	\$449,500	21	79	9	14	\$545,000	\$488,000
92128	Rancho Bernardo	33	111	12	12	\$480,000	\$465,000	41	146	22	22	\$385,000	\$387,500
92129	Rancho Penasquitos	13	43	9	10	\$400,000	\$367,200	10	31	28	26	\$379,000	\$352,000
92130	Carmel Valley	20	78	13	15	\$657,500	\$621,000	25	83	12	14	\$595,000	\$560,000
92131	Scripps Miramar	15	54	24	16	\$520,000	\$530,000	14	50	12	19	\$462,500	\$445,500
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	9	28	12	15	\$375,000	\$362,500	12	35	50	31	\$322,500	\$330,000
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	17	44	31	25	\$360,000	\$347,500	13	47	25	31	\$325,000	\$310,000
92173	San Ysidro	3	20	18	18	\$191,000	\$193,950	4	12	11	14	\$215,000	\$224,000

GROUP TOTAL COUNTS: 1003 3489

1080 3612



Comparative Sales - Existing Homes - April 2018 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 - April 2018	\$1,572,713,203	-1.500%	3.600%	\$508,603,960	4.900%	9.600%
2 Average Sales Price - April 2018	\$826,873	6.800%	-0.100%	\$507,083	12.900%	6.600%
3 Median* Sales Price - April 2018	\$640,000	8.300%	0.800%	\$425,000	10.400%	3.700%
4 Sold Listings - April 2018	1,903	-7.800%	3.800%	1,003	-7.100%	2.900%
5 Average Days on Market - April 2018	26	-10.300%	-7.300%	22	-4.300%	-4.500%
6 Total Sales Volume - April 2017	\$1,597,285,276			\$484,880,255		
7 Average Sales Price - April 2017	\$774,254			\$448,963		
8 Median* Sales Price - April 2017	\$591,000			\$385,000		
9 Sold Listings - April 2017	2,063			1,080		
10 Average Days on Market - April 2017	29			23		
11 Total Sales Volume - YTD 2018	\$5,233,118,947	0.500%		\$1,713,988,237	5.100%	
12 Average Sales Price - YTD 2018	\$803,735	10.300%		\$491,255	8.800%	
13 Median* Sales Price - YTD 2018	\$622,500	8.300%		\$415,000	7.800%	
14 Sold Listings - YTD 2018	6,513	-8.900%		3,489	-3.400%	
15 Average Days on Market - YTD 2018	30	-14.300%		25	-3.800%	
16 YTD Total Sales Volume - YTD 2017	\$5,206,153,484			\$1,630,848,427		
17 YTD Average Sales Price - YTD 2017	\$728,439			\$451,508		
18 YTD Median* Sales Price - YTD 2017	\$575,000			\$385,000		
19 YTD Sold Listings - YTD 2017	7,147			3,612		
20 YTD Average Days on Market - YTD 2017	35			26		

Copyright ©2018 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.

Real Estate Investing – May 22

The full title of this course is “Real Estate Investing: Building Wealth Representing Investors and Becoming One Yourself.”

Expand your business services and boost your bottom line! Learn the fundamentals of real estate investment that practitioners need to know to expand their business services.

The one-day course looks at how practitioners can adapt core real estate skills and learn new skills to serve clients who want to invest in single family homes, condos, townhomes, and small multifamily properties. You will learn how to work with investors as they goal set, plan, evaluate, and acquire

properties as well as manage them. You will also learn how to “walk the talk” and become a real estate investor yourself.

Through this course you will be able to:

- Adapt core real estate competencies and use new skills to serve clients who want to invest in single family homes, condos, townhomes, and small multifamily properties.
- Work with investors as they goal set, plan, evaluate, and acquire properties, as well as manage them.
- Walk the talk and learn how to become a real estate investor yourself.

CLASS DETAILS

Date: Tuesday, May 22

Location:

Kearny Mesa Service Center
4845 Ronson Court, San Diego

Time: 9:00 a.m. – 4:00 p.m.

Instructor: Ginni Field

Price:

REALTOR® Plus Members..... \$75
SDAR Members.....\$100
All Others..... \$125

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

Seniors Real Estate Specialist – June 26 & 27

The Seniors Real Estate Specialist (SRES) designation is for REALTORS® who want to be able to meet the special needs of maturing Americans when selling, buying, relocating, or refinancing residential or investment properties. By earning the SRES designation, REALTORS® are prepared to approach mature clients with the best options and information for them to make life-changing decisions.

As an SRES designee, you can consult with seniors to review their current housing situation and outline the topics to weigh as they consider their next move, and provide them pertinent information on 50+ housing trends, financing and market conditions.

CLASS DETAILS

Date: June 26 & 27, 2018

Location:

Kearny Mesa Service Center

4845 Ronson Court, San Diego

Time: 9:00 a.m. – 4:00 p.m.

Instructor: Ginni Field

CE Credits: 12 Consumer Service

Prices:

SDAR REALTORS®..... \$299
REALTOR® Plus Members.....\$250
All Others.....\$315

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



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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®

Nathaniel Cadieux - Nathaniel Cadieux, Broker
 Michael Jones - Green River Realty
 Serene Maliczak - Serene Maliczak
 Daniel Marsh - Dan Marsh Real Estate
 Russell Morgan - Guy Morgan's RE Insight
 Mary Ann O'Neil - O'Neil Real Estate
 Jayne Olson - JMO Mortgage Services, Inc.

REALTORS®

Joshua Alvarez - Keller Williams SD Metro
 Robert Arrendondo - Keller Williams SD Metro
 Murilo Baretta - Berkshire Hathaway HomeServices
 Hamid Bathaee - Keller Williams Realty
 Shannon Berger - The McGraw Group
 Paisley Bittner - NetWorth Realty of San Diego
 Natasha Blach - Keller Williams Carmel Valley
 Todd Bollinger - Harcourts Jade
 Laura Budzik - Big Block Realty, Inc.
 Angelica Cabalyan - Shlomo Fellus
 Halbert Casey - Big Block Realty, Inc.
 Vince Caviglia - Lineage Real Estate
 James Chang - Dentt Properties
 Jesus Chavez - Keller Williams SD Metro
 Patricia Clark - Keller Williams SD Metro
 Lauren Clough - Keller Williams SD Metro
 Scott Coulon - Keller Williams Realty La Jolla
 Michelle Daniels - Keller Williams SD Central Coastal
 Blake De Jong - Grace and Company
 Adam Denton - Cabrillo Mortgage & Realty Services
 Thomas Devers - Brush R.E. & Financial Services
 Georgina Dewar - Axia Real Estate Group, Inc.
 Megan Durbin - Big Block Realty, Inc.
 Crystal Eatmon - American Dreams Real Estate

Alexander Elegado - eXp Realty of California, Inc.
 Robin Fazekas - Radar Realty, Inc.
 Johnnie Forren - Prime West Properties
 David Gavaldon - Keller Williams Realty
 Siros Ghaedi - Big Block Realty, Inc.
 Louis Goletto - eXp Realty of California, Inc.
 Caroline Green - Century 21 Award
 Karina Gutierrez-Campos - Pacific Legacy Realty
 Andrew Hall - eXp Realty of California, Inc.
 Eric Hammond - Harcourts Advantage
 Bassam Helou - Century 21 Award
 Randee Howard - Brooke Realty
 Breana Hubbard - Berkshire Hathaway HomeServices
 Carin Jaramillo - Keller Williams SD Metro
 Matthew Johnson - Frank Carpenter Real Estate
 Corvan Jones - Green River Realty
 Shaunn Jones - HomeSmart Realty West
 Sarah Karr - Pacific Sotheby's Int'l Realty
 Justine Kesary - Broadwater Realty
 Sung Kim - Keller Williams SD Metro
 Morgan King - Berkshire Hathaway HomeServices
 Candace Kirk - Douglas Elliman of California
 Lorenzo Lane - Pemberley Realty, Inc.
 Katherine Lang - Edward Wehbe, Broker
 Bao Le - JP Realty Estate & Mortgage, Inc.
 Mary Leivas - Keller Williams Carmel Valley
 Yvette Light - Brush R.E. & Financial Services
 Gabriel Lizarraga - RezList, Inc.
 Yadira Luna De La Garza - Silver Wing Realty
 Natalee Matalka - Redfin Corporation
 Robert Milse - eXp Realty of California, Inc.
 Dung Nguyen - eQuest Realty & Mortgage
 James Parenti - Berkshire Hathaway HomeServices
 Thomas Payne - Military Mutual
 Alison Pellegrin - Realty Rx
 Christopher Pell - eXp Realty of California, Inc.
 Kelly Pfeil - Watkins Realty Group
 Jonny Phillips - NetWorth Realty of San Diego
 Fernando Portillo - KAM Financial Realty
 Silvana Raicevic - T & H Realty
 John Ramirez - Big Block Realty, Inc.

Luis Real - Coldwell Banker Royal Realty
 Jalen Rodgers - Keller Williams SD Metro
 Robert Rodriguez - Keller Williams Realty
 Shohreh Roudbari - Keller Williams Realty
 Carly Rubin - Wannebo Real Estate Group
 Ryan Rutland - D. B. Coffman Homes
 Marcus Savino - Redfin Corporation
 Margi Shah - Krueger Realty
 Parth Shah - Keller Williams SD Metro
 Peter Sharma - Pemberley Realty, Inc.
 Christopher Stewart - Pacific Sotheby's Int'l Realty
 Russell Stewart - Keller Williams SD Metro
 Michelle Tafoya - Keller Williams Realty La Jolla
 Thuc Anh Ton-Pham - Keller Williams SD Metro
 Bernardo Torres - Purplebricks Realty
 Samantha Truong - Coldwell Banker Royal Realty
 Sarah Tuley - Keller Williams SD Metro
 Christine Valentini - Berkshire Hathaway HomeServices
 Shavay Vander - Hershel Strother Home Services
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 Jody Webb - eXp Realty of California, Inc.
 Michael White - Realty National, Inc.
 Alex Wilson - Bennion Deville Homes
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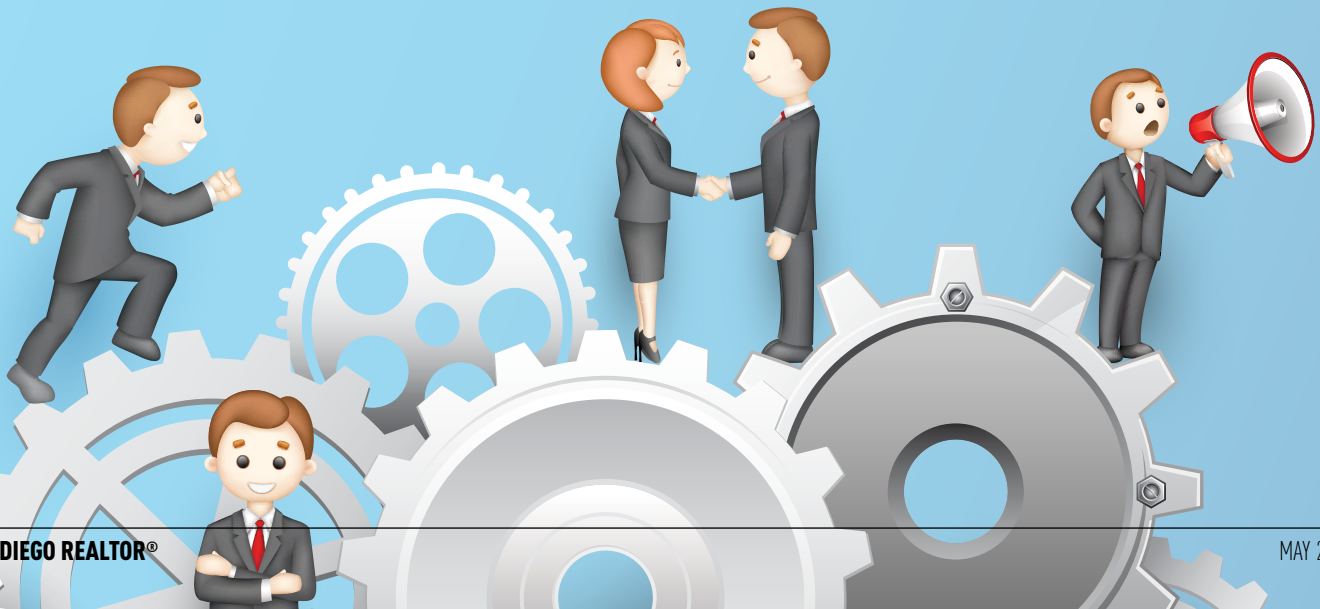
Secondary Members

DESIGNATED REALTORS®

Paul Argueta - Paul Argueta, Broker
 Susan Goulding - Crown Key Realty, Inc.
 Michael Kookan - Better Homes and Gardens RE
 Robert Majorino - Berkshire Hathaway HomeServices
 Darryl Willis - Homeunion, Inc.
 Michael Wise - Oaks Realty

REALTORS®

Susana Cruz - Coldwell Banker West
 Timothy Fitzgerald - Berkshire Hathaway HomeServices
 Marie Kempka - Allison James Estates & Homes
 Mylene Merlo - Allison James Estates & Homes
 Lilly Molina - Coldwell Banker West



Home Sales Tick Up in April



April home sales in San Diego County saw a slight increase over March. Single-family home sales ticked up 4 percent in the past month, and attached properties (condos and townhomes) rose by nearly 3 percent. However, sales for the first four months of the year are still lower than the same period last year by 7 percent.

The median price of single-family homes edged up 1 percent from March to April, now standing at \$640,000. That's an increase of more than 8 percent from April of 2017. Condos and townhomes priced rose by 4 percent month over month, and have reached a record high mark of \$425,000; that's 10 percent higher than a year ago. All properties taken together, the year-to-date median price of homes in San Diego County is \$551,000.

The supply of resale properties on the market edged up slightly, to 1.9 months, with 5 to 6 months being considered a healthy level. Homes were selling in April in an average of only 25 days.

"Low inventory continues to create a competitive situation for buyers," said SDAR President Steve Fraioli. "But higher mortgage interest rates are the reality and the trend, so serious buyers will need to be ready with an offer when the opportunity presents itself."

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

- 92028 (Fallbrook) with 56
- 92128 (Rancho Bernardo East) with 52
- 92057 (Oceanside North) with 50
- 92130 (Carmel Valley) with 47
- 92009 (Carlsbad SE) with 47

The most expensive single-family property sold in San Diego County in April was an oceanfront home in Del Mar, built in 2010, with nearly 3,900 square feet, 4 bedrooms, 5 baths, a private courtyard with pool, spa, and built-in barbecue, and a sale price of \$18 million.

Here is a summary of the September housing statistics:

MEDIAN PRICE

(Month over Month Comparison)

Single-Family: 1% INCREASE

April 2018 = \$640,000

March 2018 = \$635,000

Condos/Townhomes: 4% INCREASE

April 2018 = \$425,000

March 2018 = \$410,000

(Year over Year Comparison)

Single-Family: 8% INCREASE

April 2018 = \$640,000

April 2017 = \$591,000

Condos/Townhomes: 10% INCREASE

April 2018 = \$425,000

April 2017 = \$385,000

SOLD LISTINGS

(Month over Month Comparison)

Single-Family: 4% INCREASE

April 2018 = 1,903

March 2018 = 1,834

Condos/Townhomes: 3% INCREASE

April 2018 = 1,003

March 2018 = 975

(Year over Year Comparison)

Single-Family: 8% DECREASE

April 2018 = 1,903

April 2017 = 2,063

Condos/Townhomes: 7% DECREASE

April 2018 = 1,003

April 2017 = 1,080

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

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

MAY	CLASS TITLE	TIME	PRICE	CREDITS	PRESENTER
17	Fundamentals of Transaction Coordination	9:00 am – 2:30 pm	\$79	NA	Wendi Molina
22	Real Estate Investing	9:00 pm – 4:00 pm	\$100	NA	Ginni Field
23	Online Marketing (in Spanish)	2:00 pm – 3:00 pm	\$10*	NA	Eduardo Landeros
29	Risk Management "Brown Bag" Seminar	12:00 pm – 1:00 pm	\$10*	NA	TBD
30	Gift Annuity for Home Workshop	10:00 am – 11:00 am	\$10*	NA	Nathan Truax
JUNE	CLASS TITLE	TIME	PRICE	CREDITS	PRESENTER
5	Paragon MLS: Creating CMAs	9:00 am – 12:00 pm	Free	NA	Sandicor Trainer
5	Paragon MLS: Listing Input and Maintenance	1:30 pm – 4:30 pm	Free	NA	Sandicor Trainer
7	Creating the Ultimate Paperless Office	9:00 am – 12:00 pm	\$20	NA	Jeffrey Raskin
7	Mastering zipForm® with DocuSign®	1:00 pm – 4:00 pm	\$15	NA	Jeffrey Raskin
12	Paragon MLS: CRS Tax 101	9:00 am – 12:00 pm	Free	NA	Sandicor Trainer
12	Paragon MLS: CRS Tax Advanced	1:30 pm – 4:30 pm	Free	NA	Sandicor Trainer
14	Paragon MLS Tips & Tricks	9:00 am – 12:00 pm	Free	NA	Sandicor Trainer
14	How to Create a Website (in Spanish)	2:00 pm – 3:00 pm	\$10*	NA	Eduardo Landeros
20	Paragon MLS Tips & Tricks	1:30 pm – 4:30 pm	Free	NA	Sandicor Trainer
21	Transaction Coordination 2: Beyond the Contract	9:00 am – 12:30 pm	\$69	NA	Wendi Molina
22	California Residential Purchase Agreement (RPA)	9:00 am – 1:00 pm	\$65	NA	Howard Fallman
26 & 27	Seniors Real Estate Specialist (SRES Designation)	9:00 am – 4:00 pm	\$299	12 CS	Ginni Field
27	Understanding FICO & Managing Credit	9:00 pm – 12:00 pm	\$30	3 CP	Aaron Johnson
28	Agent Boot Camp	9:00 am – 3:30 pm	\$30	NA	Patrick Alexander
28	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



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
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JUNE

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1 Rebuilding Together Day 7:30 am-12:00 pm	2
3 New Member Orientation 8:30 am-2:30 pm (Kearny Mesa)	4 Paragon MLS Training 9:00 am-4:30 pm (Kearny Mesa)	5	6	7 Creating the Ultimate Paperless Office 9:00 am-12:00 pm (Solana Beach) Mastering zipForm® w/ DocuSign® 1:00 pm-4:00 pm (Solana Beach)	8	9
10	11	12 Paragon MLS Training 9:00 am-4:30 pm (Kearny Mesa)	13	14 Paragon Tips & Tricks 9:00 am-12:00 pm (Coronado) How to Create a Website (Spanish) 2:00 pm-3:00 pm (South County) YPN Sunset Soiree 4:00 pm-7:00 pm (Location TBA)	15	16
17	18	19	20 Paragon Tips & Tricks 1:30 pm-4:30 pm (East County)	21 Transaction Coordination 2: Beyond the Contract 9:00 am-12:30 pm (Kearny Mesa)	22 California Residential Purchase Agreement (RPA) 9:00 am-1:00 pm (Carlsbad)	23
24	25	26 Seniors Real Estate Specialist (SRES Designation) - Day 1 9:00 am-4:00 pm (Kearny Mesa)	27 Seniors Real Estate Specialist (SRES Designation) - Day 2 9:00 am-4:00 pm (Kearny Mesa) Understanding FICO and Managing Credit 9:00 am-12:00 pm (Kearny Mesa)	28 Agent Boot Camp 9:00 am-3:30 pm (South County) Ethics 9:00 am-12:00 pm (Solana Beach)	29	30

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

All classes/events subject to change or cancellation.