

THE COASTAL REALTOR® *News*



Official Publication of the Newport Beach Association of REALTORS®



JANUARY 2017

V22 N1



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Newport Beach Branch
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Official Publication of the Newport Beach Association of REALTORS®

401 Old Newport Blvd., Ste. 100
Newport Beach, CA 92663
(949) 722-2300

The purpose of the Newport Beach Association of REALTORS® is to be a service and support organization through active participation in establishing programs and services that will enhance and promote the successful business endeavors of its members. With integrity and competence, it will provide a positive link to the local community by cultivating goodwill and protecting the individual rights to own, transfer and use real property.

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The Coastal REALTOR® News

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2017 Officers and Board of Directors Newport Beach Association of REALTORS®

President - Spyro Kemble
Vice President - Bob Milliken
Treasurer - Kevin Kubiak
Secretary - Cari Young

Directors:

Bob Braun
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Mark Todd
Jennifer Wong

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Tricia Moore, RCE, CAE

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Kevin Kubiak
Bob Milliken
Rob Norquist
Sue Podany
Cari Young

2017 C.A.R. 32nd Regional Chairman:

Cheryl Romig

Equal Housing Opportunity

Federal law prohibits discrimination based on race, color, religion, sex, handicap, familial status or national origin in connection with the sale of rental of residential real estate, in advertising the sale or rental of housing, in the financing of housing, and in the provision of real estate brokerage services.



President's Message



Kemble Spyro
2017
President

Greetings All

2017 is upon us, and with it the new Board of Directors and President who are committed to make NBAOR "Even greater" and I am grateful and honored to be serving as your 2017 President.

My first initiative is to focus on branding. Meaning, branding of self, branding of our respective home offices, and branding of the agents of NBAOR. I am passionate about the importance of branding because before joining Surterre Properties 10 years ago, I was a lone ranger for 17 years. During that time I did not realize the importance of branding. Yet in light of business maturity and the ever growing social media market, I now understand that how we brand ourselves is just as important as how we market our listings. Having said this, I would like to incorporate a branding campaign that focuses in on "local NBAOR Members" who are in touch with our specialized market.

My second emphasis as a President will focus on how we are perceived as agents, as well as raise the bar set for us, and by us. In 2017 my goal is to make integrity and professionalism our two paramount qualities as Newport agents. With competition ever growing, the days of "listing and selling" are over. Instead it is time of "synergy selling" where we interact with our fellow realtors and clients and handle each listing and sale as a network of professional REALTORS®. I believe this determined effort will allow us to continue to raise the bar of NBAOR as well as earn the trust we deserve as industry professionals in each of our areas of expertise.

Finally, I will end my first letter with this: The thing about trust is that it is not easy for our clients to give, and it is even harder for us as realtors to earn. Being trusted is a great responsibility, and with every listing, escrow and closing where we place our client's needs above all we do, ensures that we continue to work toward earning this trust. It is my belief and mission to both earn and establish that trust with every client that works with a NBAOR agent. Because we are professional agents deserving of this trust and held to a higher standard. As we all know, trust takes years to build, seconds to break and forever to repair.

I wish you all a prosperous 2017 and let's keep raising OUR bar.

Spyro



2017 Housing Forecast



- ◆ When will it be a Buyer's Market?
- ◆ Are we creating another bubble?
- ◆ What is going on with the interest rates and the Federal Reserve?
- ◆ Will homes continue to appreciate?
- ◆ Is it still a good time to buy?
- ◆ Come see where we are headed in 2017.

Reports on Housing's Steven Thomas

Wednesday, Jan 18th at 9AM

- Newport Beach Association
- RSVP to (949) 722-2300
- Free for NBAOR members
\$15 for all others

Seating is limited. Register Today!

With over 25 years of real estate experience and a degree in Quantitative Economics and Decision Sciences from the University of California, San Diego.



ReportsOnHousing.com

YPN REALTORS® COCKTAIL MIXER

The Bungalow Restaurant in Corona del Mar welcomed Newport Beach REALTORS and YPN Members, for the Spark of Love Toy Drive cocktail mixer, held on December 6th which was a great success. Attendees enjoyed fabulous hors d'oeuvres compliments of Jim Walker of The Bungalow, great conversation amongst over 50 REALTORS® and Affiliates. President Sue Podany and the YPN core team delivered the toys to the Lido Fire Station a few days later. Thank you to all who joined in and contributed to such a worthwhile cause.



RENEW YOUR LICENSE THE DUANE GOMER WAY



Thursday, February 9th at 9 a.m.

Newport Beach Association of REALTORS®
401 Old Newport Blvd. #100, Newport Beach

LOW PRICE - GREAT VALUE: \$105-TEXT BOOKS / \$95-PDF

Non-Members \$115 Text/\$105 PDF

WHAT THE PROGRAM WILL COVER

- You will test on one 15-hour course, Property Management Success, at the site and will receive instructions to test online later on the additional courses.
- All students will receive the 3-hour mandatory courses: of Agency, Ethics, Trust Funds, Fair Housing, Risk Management, Management & Supervision and one consumer protection course by textbook or PDF.
- Although this meeting is not mandatory to renew your license through the use of our continuing education courses, it is our most popular.
- Instructions for online exams will be given at the seminar.
- All testing in accordance with current CalBRE rules.

SCHEDULE

8:45 p.m. Registration

9:00 a.m. Course review

12:00 p.m. End of Session

NOTE:

1. Value - Book \$10
2. Money back guarantee
3. Must cancel 48 hrs prior

Anyone who fails an exam can take a second test at no cost any time within one year from date of registration or take the optional review again at no cost. Courses are for all licensees. These courses are approved for Continuing Education Credit by the California Bureau of Real Estate. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, author or lecturers. BRE Sponsor #0054

TO REGISTER OR INFO CONTACT ARLEEN AT (949) 722-2300

Name(s): _____ Email: _____

Address: _____ Zip Code: _____ Phone: _____

Please charge my ☐ AMEX ☐ VISA ☐ MC ☐ DISC BRE# _____

Credit Card # _____ Expiration Date: _____ SEC Code _____

Billing Address for Credit Card _____ Signature: _____

STATEMENT FROM MAYOR KATRINA FOLEY ON POTENTIAL MOVE OF CHARGERS FOOTBALL TEAM TO COSTA MESA

"On behalf of the Costa Mesa City Council and our entire community, we are elated that the Chargers organization has selected Costa Mesa, the City of the Arts, as their new home if the LA stadium option is exercised. Costa Mesa is uniquely eclectic with wonderful neighborhoods, world-class shopping, exceptional performing arts venues and fairgrounds, the best restaurants in Southern California, and a thriving tourism industry. Costa Mesa is also known for an edgy, trend-setting apparel industry, quality educational institutions, beautiful open spaces and recreational options, and it is full of friendly and creative people. The City understands that this is a difficult and significant decision for Mr. Dean Spanos but Costa Mesa is prepared to graciously welcome his organization and his family of employees as they make us their home for their new headquarters, practice and training facility. Welcome to Costa Mesa."

Super REALTORS[®], working to protect your business



Your participation as part of C.A.R.'s Government Affairs Team strengthens your business. Economic analysis shows that C.A.R. lobbying and legislative activities, including the efforts of Super REALTORS[®], saved agents on average \$9,905 and firms \$11,970.

REALTOR[®] Savings

Preserving Dual Agency	\$2,588 (agent), \$4,653 (firm)
Preventing Point of Sale Retrofits	\$2,930
Reducing Exposure to Lawsuits	\$1,471
Preserving the Mortgage Interest Deduction	\$2,800
California Housing Finance Agency's Impact on Housing Market	\$116

REALTOR[®] Savings **\$9,905** (agent), **\$11,970** (firm)

Be a Super REALTOR[®] as part of C.A.R.'s Government Affairs Team. Here's your playbook:

- ✓ Register to vote and cast a ballot in every election
- ✓ Respond to C.A.R. Red Alerts and Calls-for-Action
- ✓ Become a Legislative Liaison
- ✓ Sign up for C.A.R.'s Broker Involvement Program
- ✓ Come to Legislative Day in Sacramento
- ✓ Invest in the REALTOR[®] Action Fund



Stay connected as part of C.A.R.'s Government Affairs Team on Twitter[™] by following @CARGovAffairs

To get involved, scan this code with your smartphone or visit:
www.car.org/governmentaffairs/getinvolved



Use Homeowner Legislative Facts to inform clients about important issues.



C.A.R.'s Government Affairs Team[®]
You fight for your clients. We fight for you!



NEWPORT BEACH ASSOCIATION OF REALTORS® INSTALLS 2017 OFFICERS AND DIRECTORS!



The Newport Beach Association of REALTORS® recently installed their 2017 Officers and Directors at The Pacific Club.

Spyro Kemble with Surterre Properties, was installed as President along with Vice President Bob Milliken, Surterre Properties, Treasurer Kevin Kubiak, Arbor Real Estate, Secretary

Cari Young, Villa Real Estate, and Directors Bob Braun, HOM Sotheby's Int. Realty, Ken Carr, Villa Real Estate, Devin Lucas, Lucas Real Estate, Rob Norquist, First Team Estates, Sue Podany, Berkshire Hathaway Homeservices, Mark Todd, Surterre Properties and Jennifer Wong, Villa Real Estate.

2016 President Sue Podany, Berkshire Hathaway Homeservices was recognized with Certificates and Proclamations by prominent dignitaries for his outstanding service to the Newport Beach Association of REALTORS® and the cities of Newport Beach and Costa Mesa.

REALTOR® of the Year was presented to Cari Young, Villa Real Estate, for her outstanding service to the Association. Affiliate of the Year was presented to Hope Carr, North American Title.

For a complete member directory and Association upcoming events, please visit www.nbaor.com.





2016-2017 BOARD OF DIRECTORS HOLIDAY LUNCHEON AT BAYSIDE RESTAURANT



CARMOJIS

Add a little REALTOR® flare to your texts and photos with emojis and custom stickers. Personalize your social content and client communication with these free marketing tools as part of the annual consumer advertising campaign.

Take your texts and photos to a new level with the CARmojis app, presented by the CALIFORNIA ASSOCIATION OF REALTORS®.

Both the emojis and stickers offer fun new ways to add some interest and excitement to texts and photos between clients, prospects, and other REALTORS®. See our FAQ for more information.

In App Features:

- Custom C.A.R. keyboard with emojis and stickers for all things real estate related.

- Stickers allows you to take photos and then customize to create a little excitement with icons that read "Who's Your REALTOR®?", Champions of Home™, and the C.A.R. logo.





Rancho Cucamonga



Cerritos



Long Beach

Huntington Beach

Newport Beach



Anaheim



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★ Palm Desert

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funded loans since 1999



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THE TERMITE GUY

hello
2017

HAPPY NEW YEAR

Wishing you a Happy New Year filled with prosperity & success!

5 YEAR WARRANTY ON FUMIGATIONS



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OPTION FOR FUMIGATION**



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BR. 1 & 3 LIC#PR5121 B GENERAL CONTRACTOR & C-39 ROOFING & WATERPROOFING LIC#771813

2017 NEW LAWS AFFECTING REALTORS®



Topic	Description
Advertising - Uniform Standards Effective 1/1/18	<p>Beginning January 1, 2018, all first point of contact solicitation materials must include:</p> <ol style="list-style-type: none"> 1) the name and number of the licensee and 2) the responsible broker's "identity," meaning the name under which the broker is currently licensed by the BRE and conducts business in general or is a substantial division of the real estate firm. The broker's license number is optional. <p>There is no longer an exception for advertisements in print or electronic media; or for newspapers and magazines. However, "for sale," "open house," rent, lease, and directional signs that contain no licensee information or only the broker's information are OK.</p> <p>The purpose of this law is to create uniform advertising standards across a variety of media and types.</p> <p>Current Law Current law states that an agent will include their own license number on first point of contact solicitation materials but need not include either their name or their broker's name. Moreover, current law excludes from the license number requirement "for sale" signs placed on or around a property intended to alert the public the property is available for lease or purchase; advertising in print and electronic media; advertising in any newspaper or periodical; and classified rental advertisements reciting the telephone number or address of the property offered for rent.</p> <p>New law Under the new law, effective in 2018, a licensee must disclose on all solicitation materials intended to be the first point of contact with consumers both their name and license number, and additionally, the solicitation must contain the responsible broker's "identity," meaning the name under which the broker is currently licensed by CalBRE and conducts business in general or is a substantial division of the real estate firm. (The broker's license number is optional). The new law also</p>

CONTINUED ON PAGE 18

DESIGNATED REALTOR MEMBERSHIP

Jim Wood

James R. Wood Company

REALTOR MEMBERSHIP

Malek Alhafni

Coldwell Banker

Racquel Davidson

First Team Real Estate

Brooke Marple

Arbor Real Estate

Ivan Novakovic

First Team Estates

Jenna Poppy

Arbor Real Estate

David Zussman

Homesmart Evergreen Realty

AFFILIATE MEMBERSHIP

David Glanzrock

Fidelity National Title

Dominic Recchia

Recchia Insurance Agency, Inc.

MEMBER TRANSFERS

Mindy Boyle

*from HOM Sotheby's
to Engel & Voelkers*

Shannon Horan

*from Newport Real Estate
to Abrams Coastal*

Patrick Knapp

*from Homesmart Evergreen
to Coldwell Banker*

Lauren Miskinnis

*from Realty One Group
to Berkshire Hathaway*

Patricia O'Desky

*from Coldwell Banker
to Lisa Stanton, Broker*

Danielle Sher

*from Villa Real Estate
to Villa Asset Mgmt*

Scott Singer

*from Villa Real Estate
to Arbor Real Estate*

Velma Timmons

*from HOM Sotheby's
to Abrams Coastal*

Zinat Torres

*from Villa Real Estate
to Arbor Real Estate*

Eric Vallely

*from Villa Real Estate
to Arbor Real Estate*



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alhensling@UAMCO.com

www.UAMCO.com

NMLS #: 71287

State License # 01154798
NMLS #: 1942



eliminates most of the exceptions and broadens the types of advertising it applies to including:

- Business cards
- Stationery
- Advertising flyers
- Advertisements on television, in print, or electronic media
- “For sale,” “open house,” lease, rent or directional signs when any licensee identification information is included
- Any other material designed to solicit the creation of a professional relationship between the licensee and a consumer

Limited Exception

However, the new law retains an exception for “for sale,” rent, lease, “open house” and directional signs. These signs need not include the agents’ or associate brokers’ names or license numbers as long as either:

- 1) The responsible broker’s identity appears (which includes the broker’s name, but the broker’s license number is optional). Under this exception there can be no reference on the sign to an associate broker or licensee.
or
- 2) There is no licensee identification information at all.

This exception also applies to the general rule of disclosing a licensee’s status, such as broker, agent or REALTOR, in all advertising. But keep in mind that under the N.A.R. Code of Ethics Standard of Practice 12-5, any advertisement of real estate services or listed property in any medium must disclose the name of the firm in a reasonable and readily apparent way. So even though a licensee who is not a REALTOR may post under the new law a completely generic “for sale” sign, REALTORS should, at the very least, include the name of the firm on a “for sale” sign.

The “responsible broker’s identity” is defined to mean the name under which the responsible broker is currently licensed by CalBRE and conducts business in general or is a substantial division of the real estate firm. The inclusion of the responsible broker’s license identification number is optional.

Uniform Advertising Standards Purpose

The purpose of this law is to create uniform advertising standards across a variety of media and types. Presently, advertising rules vary greatly depending on the type and medium of advertisement. “For sale” signs, print and electronic media, business cards, classified rental advertisement, etc..., rely on different rules with a variety of exceptions. This law attempts to create a unified standard with very limited exceptions.

The new rules also more closely align the requirements of team name and agent-owned DBA advertising with other types of advertising. Team name and agent-owned DBA advertising rules were changed slightly on



	<p>August 29, 2016 to require only the inclusion of the broker's name but not the broker's license number. See the description of this new law under the heading for "Advertising Team Names."</p> <p>Rent or Lease Signs Previously the law excepted classified rental advertisements which recite only the telephone number at the premises of the property offered for rent or the address of the property offered for rent. The new law allows an exception for rental and leasing "signs" as long as no identifying licensee information appears in the solicitation (or only the broker's name appears). Arguably, the exemption for rental classified ads no longer exists, and in place, there is an exemption for rent and lease signs.</p> <p>AB 1650 codified as Business and Professions Code §10140.6. C.A.R. sponsored legislation. This law goes into effect on January 1, 2018.</p>
<p>Advertising Team Names Effective 8/30/16</p>	<p>Effective August 30, 2016, on team name and agent-owned DBA advertising, only the responsible broker's name must be displayed alongside the team name or agent-owned DBA. The display of the responsible broker's license number is optional.</p> <p>This new law, which took effect on August 30, 2016, corrects a drafting error that required to be displayed in all team name and agent-owned DBA advertising both the responsible broker's name <i>and</i> license identification number.</p> <p>The new law, to correct that error, requires only the responsible broker's name. The display of the responsible broker's license identification number in team name or agent-owned DBA advertising is optional.</p> <p>The responsible broker's name means the name under which the responsible broker is currently licensed by CalBRE and conducts business in general or is a substantial division of the real estate firm.</p> <p>SB 710 codified as Business and Professions Code §10159.7. C.A.R. sponsored legislation. Effective August 30, 2016.</p>
<p>Broker Associates Searchable Information Effective 1/1/18</p>	<p>Beginning January 1, 2018, CalBRE's public licensee information, as provided on CalBRE's website, will indicate whether a licensee is an "associate licensee" and, if the associate licensee is a broker, will identify each responsible broker with whom the licensee is contractually associated.</p> <p>Additionally, this law requires the responsible broker to immediately notify CalBRE in writing whenever a broker-associate is hired or terminated.</p> <p>Currently, data on CalBRE's website allows the public to verify licensing information pertaining to "Brokers" and "Salespersons." This data enables the public to determine through an internet search who the responsible broker is for any particular salesperson. However, there is no</p>

2017 New Laws Affecting REALTORS®

continued from page 19

	<p>way for the public to search for and view similar information pertaining to broker-associates. Moreover, brokers are required to report to CalBRE whenever a salesperson who is licensed under them is either hired or terminated. However, there is no similar reporting requirement regarding broker-associates.</p> <p>This law closes this deficiency by:</p> <ol style="list-style-type: none">1) Identifying who a broker-associate is contracted with (when not acting under his or her own license)2) Making this information searchable by the public on the internet through CalBRE's public licensee information and3) Requiring the responsible broker to immediately notify CalBRE whenever a broker-associate is hired or terminated. <p>Technically this law requires CalBRE to disclose on its web site whether a licensee is an "associate licensee," meaning whether the licensee is working under a responsible broker as either a salesperson or a broker-associate. And if the associate licensee is also a broker, then the CalBRE data must further identify each responsible broker with whom the associate licensee is contracted. Note that nowhere in this law is the phrase "broker-associate" actually used. Instead, the law relies upon indicating whether a license is an "associate licensee" and whether that person is also a broker. Other parts of this law refer to a "broker acting as a salesperson."</p> <p>AB 2330 codified as Business and Professions Code §§ 10083.2 and 10161.8. C.A.R. sponsored legislation.</p> <p>This law goes into effect on January 1, 2018.</p>
Climate Change Goal of 40% Reduction of GHGs Below 1990 Levels Effective 1/1/97	<p>California aims to reduce greenhouse gas emissions to 40% below 1990 levels, but extends the target date by 10 years from 2020 to 2030.</p> <p>Currently, the California Global Warming Solutions Act of 2006 designates the State Air Resources Board (ARB) as the state agency charged with monitoring and regulating sources of emissions of greenhouse gases. Currently, the ARB is required to approve a statewide greenhouse gas emissions limit equivalent to the statewide greenhouse gas emissions level in 1990 to be achieved by 2020 and to adopt rules and regulations in an open public process to achieve the maximum, technologically feasible, and cost-effective greenhouse gas emissions reductions.</p> <p>This new law requires the state board to ensure that statewide greenhouse gas emissions are reduced to 40% below the 1990 level by 2030. It is estimated that current policies will likely only achieve half of the 2030 goal. The board will use its current authority to adopt regulations to achieve the maximum technologically feasible and cost-effective greenhouse gas emissions reductions and to require the reporting and verification of statewide greenhouse gas emissions and to monitor and enforce compliance with the act.</p>



	<p>Presently, the state board is required to prepare and approve a scoping plan for achieving the maximum technologically feasible and cost-effective reductions in greenhouse gas emissions. Additionally, this new law requires the state board to make available, and update at least annually, on its Internet Web site the emissions of greenhouse gases, criteria pollutants, and toxic air contaminants for each facility that reports to the state board and air districts, and requires the state board, at least once a year at a hearing of the Joint Legislative Committee on Climate Change Policies, to present an informational report on the reported emissions of greenhouse gases, criteria pollutants, and toxic air contaminants from all sectors covered by the scoping plan.</p> <p>The new law creates the Joint Legislative Committee on Climate Change Policies consisting of at least 3 Members of the Senate and at least 3 Members of the Assembly and would require the committee to ascertain facts and make recommendations to the Legislature and to the houses of the Legislature concerning the state's programs, policies, and investments related to climate change.</p> <p>AB 197 and Senate Bill 32 codified as Government Code §§ 39510 and 39607; and Health and Safety Code §§ 38506, 38531, 38562.5, 38562.7 and 38566. Effective January 1, 2017.</p>
<p>Common Interest Developments - Owner to Provide Contact Information to HOA Effective 1/1/17</p>	<p>Requires the owner of a separate interest in a common interest development to annually provide the association with specified written information for the purpose of receiving notices from the association.</p> <ol style="list-style-type: none">1) Requires an owner of a separate interest to, on an annual basis, provide written notice to the association of all of the following:<ul style="list-style-type: none">• The address or addresses to which notices from the association are to be delivered;• An alternate or secondary address to which notices from the association are to be delivered;• The name and address of an owner's legal representative, if any, including any person with power of attorney or other person who can be contacted in the event of the owner's extended absence from the separate interest; and• Whether the separate interest is owner-occupied, is rented out, if the parcel is developed but vacant, or if the parcel is undeveloped land.2) Requires an association to solicit annual notices of each owner and, at least 30 days prior to making certain required disclosures, enter the data into its books and records.3) Specifies that if an owner fails to provide the information specified in the above provision, the property address shall be deemed to be the mailing address to which notices are to be delivered.

TO BE CONTINUED IN THE FEBRUARY ISSUE

EVERY THURSDAY

11:00 am - 2:00 pm
Broker Open House,
areas 9, 11, 12, 25-27

EVERY FRIDAY

11:00 am - 2:00 pm
Broker Open House,
areas 1-8, 10, 14-17



JANUARY 2017

MON	TUE	WED	THU	FRI	SAT	SUN
						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					



Mon, Jan 2nd – Association Office Closed

Wed, Jan 4th – 9:00 AM – Affiliate Committee Meeting

Thu, Jan 5th – 9:30 AM – YPN Advisory Committee Meeting

Wed, Jan 11th – 8:30 AM – New Member Orientation

Thu, Jan 12th – 9:00 AM – Gov't/Political Affairs Meeting

Mon, Jan 16th – Association Office Closed

Wed, Jan 18th – 9:00 AM – 2017 Housing Forecast

Mon, Jan 23rd – Matrix Training Classes

10:00am - 11:00am: Agent 101

11:00am - 12:00pm: Realist Tax 2.0

1:00pm - 2:00pm: Managing Listings in Matrix

2:00pm - 3:00pm: ShowingTime

Wed, Jan 25th – 8:30 AM – Duane Gomer Broker License Prep Class

Wed, Jan 25th – Sat, Jan 28th – C.A.R. Meetings in Indian Wells