

Official Publication of the Newport Beach Association of REALTORS®

THE COASTAL REALTOR® *News*



AUGUST 2013

V18 N8



nbaor.com

HOT AUGUST
NIGHTS MIXER
CAMP / NBAOR Mixer / Happy Hour
page 10



Turn their dream home into a real address.

As your mortgage partner, we'll consistently deliver on-time closings, choices of solutions and guidance from our expert loan consultants, so you can help your clients go from home seekers to homeowners.

Specializing in: FHA & 203K, VA, HomePath®, Conventional and Jumbo



Give our Newport Beach team a call today, and we'll help your clients find the right solution and help you secure more sales.



John Reed
Branch Manager
NMLS ID 869516

(949) 705-0550

Ryan Grant
Sales Manager
NMLS ID 118767



Incredible employment opportunities available. Call today.

imortgage 1301 Dove Street, Suite 101 Newport Beach, CA 92660. Rates, terms and loan program availability are subject to change without notice. Consumer is subject to specific program qualifications. This is not an advertisement to extend consumer credit as defined by section 226.2 of Regulation Z. Applicant must meet certain eligibility criteria to qualify for programs. Licensed by California Department of Corporations CRMLA 4130969. imortgage NMLS ID 3096. All rights reserved. 08/2013. Equal Housing Opportunity.



Contents

GPA's Message	PAGE SEVEN
Annual Charity Fashion Show	PAGE NINE
Residential Sold Stats	PAGE ELEVEN
YPN Luncheon	PAGE TWELVE
CAR News	PAGE FOURTEEN

2014 Election Results	PAGE SEVENTEEN
-----------------------	----------------



Message from the President

PAGE FOUR

New Members

PAGE NINETEEN

Calendar of Events

PAGE TWENTY

YPN Corner

PAGE SIX

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.

Editor:
Tricia Moore / Kimberly Foreman

Production Coordinator:
Ned Foley, *Foley Publications, Inc.*

Advertising information:
1-800-628-6983

©Copyright 2000 Foley Publications, Inc.
All rights reserved.

The Coastal REALTOR® News

The Newport Beach Association of REALTORS® makes no warranties and assumes no responsibility for the accuracy of the information contained herein. The opinions expressed in article are not necessarily the opinions of the Association of REALTORS®.

2013 Officers and Board of Directors Newport Beach Association of REALTORS®

President - Mark Todd
Vice President - Mary Fewel
Treasurer - Kimberly Valentine-Poska
Secretary - David Girling

Directors:

Bianca Avila
Tony Bartos
Grant Bixby
Bob Milliken
Rob Norquist
Sue Podany
Stephen Sutherland

Executive Vice President:
Tricia Moore, RCE, CAE

2013 C.A.R. Directors:

Barbara Amstadter
Mary Fewel
David Girling
Rob Norquist
Stephen Sutherland
Mark Todd

2013 C.A.R. 32nd Regional Chairman:

Paula Consenza

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



Mark Todd
2013
President

How much does a school district affect property values?

accreditations. Some people have walked the local schools within their community just as many parents do prior to sending their child to college for the first time. They try to get a feel for the local campus and observe the faculty, students, and parents' behavior if possible. People want to know who are the teachers, coaches and advisors for magnet programs, sports, civics, band, cheer, theatre and arts, and community outreach as well as the drop off and pick up traffic patterns through the neighborhood. They ask how do their local students fair at the next level whether it is grade, middle, or high schools and college. Other interests are how do their Foundations, Parent Teacher Associations, and Associate Student Body contribute to the overall welfare of their students and ultimately the empirical value of the community.

Home buyers and sellers should look at the facilities on these campuses and how much community involvement and interaction is there? What do the Alumni and Boosters support look like and is it evident? These all matter because whether a buyer or seller has kids at a public school or not; many of the performances, games, and community events are not only affordable entertainment that add to the quality of life in their community, but these are also line items that ultimately their respective school district often pays with the property owners' tax dollars. School Boards can measurably contribute to or detract from the local community assets both empirically and intrinsically.

Certainly some may never even give these matters much considerations, however having coached at two high schools in the Newport Mesa Unified School District and as a father to amazing twin sons now attending a grade school in this same school district I feel I have a unique perspective as both Realtor and as a Head Coach to see, experience, participate and contribute, albeit ever so slightly but meaningfully, to the process and impact that our

public schools have on all of our property values. I believe all Realtors, by proxy of our business, regardless of where we live, are stakeholders in each of the respective school districts in which we do business. It is a fact, there are many studies that show that across the nation school districts are believed to be a key determinant of housing prices. As Realtors we all need to pay attention to what's going on within our own and be conversant on these topics when they arise.

Locally in our Newport Mesa Unified School District we have "Measure F" a \$282 million bond initiative approved by voters in 2005 which has funded the new Jim Scott Stadium at Estancia High School and is earmarked to fund renovations of both CdM and Mesa's middle school campuses. However, largely due to the market recession the additional school asset improvements that were promised under Measure F are now delayed because of the district's inability to sell the remaining \$100 million worth of bonds available without triggering a boost to property tax rates which is contrary to how it was sold to the citizens in its ballot initiative.

The estimated \$27 million theater at Estancia is one of two specifically named projects still waiting to be built with the proposed bond funds. The other is a redo of Davidson Field and its stadium at Newport Harbor which could be postponed until 2020 should it have to wait on Measure F funds. In fact, the board ranked the Davidson Field project as a top priority for available funding so it's possible a one-time infusion of cash from the dissolution of local redevelopment agencies could speed up the process.

When I was at CdM HS our Boys Lacrosse Program led a resurfacing project of the practice fields that were honeycombed from poor sprinkler design and maintenance and now that I am coaching with Newport Harbor I can attest first hand to the compromised conditions of the playing

surfaces at Davidson Field and its stadium structure. I wish to commend the NMUSD for setting this site at the top of their list. Why does this matter all our local real estate community? Because these assets are draws to the young families that wish to have their kids attend a school with fantastic facilities and the more desire there is to be in a community that has better public facilities the higher the property prices go because of supply and demand, thus more income from the taxes from these higher property evaluations equating to potentially higher commissions.

School Boards with the most impact are comprised of dynamic leaders that manage to break the constraints of bureaucracy, create and collaborate with all the families and business leaders within their respective district, and thus make every citizen a concerned stakeholder, regardless if they have kids in the public school system. Often a school boards education criteria is not enough to positively affect our communities, but it's their collective will and political mastery that can affect the intrinsic property values over time.

When a school district fails in its attempt to raise taxes, the quality of its schools wanes, and the community is then less likely to see homebuyers choosing them. I am certain that our school district as many others are thrilled to see the real estate market rebounding.

School boards, municipalities and real estate markets have a symbiotic ecosystem. Declines in housing values reduce family net worth and can threaten short-term finances, as well as long-term retirement plans. Interestingly, falling property values hit the elderly hardest because a higher percentage of their net worth is driven by property values. However not all senior citizens are strong supporters of school referendums. Many feel their use of those public facilities have run its course unless they have grandchildren in their district. Some seniors want to do what's best for future generations while others understand that their equity grows as the school district improves.

There are other variables that illustrate the complexity of this topic because good

schools usually come bundled with other neighborhood qualities, such as proximity to employment, shopping airport, harbor, recreational conveniences, nice views, good weather, and neighborhood peers with demands for higher standards. Here in Central Orange County we really have it all!

Because the homebuyers who enjoy (and can afford) such amenities tend to congregate together, it is difficult to isolate the effect of schools from the effect of these other traits that accompany good schools. Second, it is difficult to disentangle the valuation of the schools themselves (school facilities, curriculum, teachers and principals) from the valuation of the quality of peers available at the school. Common measures of school quality (such as test scores) typically reflect both the quality of the education being offered and the characteristics of the incoming students. However, it is unclear whether homebuyers are paying for quality schools or quality classmates for their children. It has been said that most people will rise to the level of their peer groups and having witnessed the behavior and study patterns of our local high school students I have to concur whole heartedly with this statement. Furthermore wealthier areas tend to have households where a parent can stay home and oversee their children's study habits or afford tutors to ensure their child's success.

Lastly there is the most sensitive topic of zoning and rezoning issues. Sometimes school boards have to develop and release information which affects students and parents. The review of classroom sizes due to an unexpected increase in enrollment was needed by school district needed to determine how to redraw the school boundaries while attempting to minimize the overall impact on the families and students. There will be parties who will not be pleased with the decision regardless of where the lines are drawn.

What might be good for a school district overall could dramatically effect property values not to mention the most valuable human assets – the students. Of the many considerations when moving into an area the schools their children will be attending, the level of education their children will

be receiving from these schools and the distance of the school from their home; as well as and perhaps most importantly, what would be their child's potential peer group be like. Kids (and their parents) become accustomed to the style and level of expectation of the teachers they are currently involved with there can be a tremendous burden on the students to adjust to possible different economic and cultural levels which may exist and also to readapt socially and in many cases leave valued friends behind and try and make new friends in a much different arena.

Locally in our own school district we can see how the boundary lines on a map effect the property evaluations. For instance, in Eastside Costa Mesa there has always been a greater demand for the few houses that attend Mariner's Elementary despite having to cross the busiest thoroughfare Irvine Avenue which divides Costa Mesa from Newport Beach. Fortunately for the Costa Mesa residents that gap has shrank albeit ever so slightly as the parent groups through the foundation, boosters, PTA, faculty and parents overall at Kaiser have worked to improve the standards at that elementary school. However there are still other contributing factors as to why Kaiser still ranks as a lesser school on many websites than Mariners. As a result there is a quantifiable difference in the evaluation of home prices between those Costa Mesa homes zoned for Mariners and those for Kaiser, even if they were the exact same structure, simply because of where they are set on the school districts map.

The National Association of Realtors has stated, "Of all the local neighborhood amenities that can influence a buyer's decision to purchase a home, proximity to good quality schools is one of the most influential." While this is certainly true, the statement does not account for these other factors cited. The Realtors armed with a quiver of knowledge and understanding of these topics will most accurately educate their clients' when targeting the right price for a home in any school district.

YPN Corner

“Appraisal and Title Question Luncheon” featuring guest speakers Mark Doti, *Unity Appraisal Group* and Martha Gewertz and Glenn Awerkamp of *Lawyers Title*.

Newport Beach, CA Chapter

YPN

REALTOR® Magazine
Young Professionals Network

www.REALTOR.org/ypn



TRUSTED, TRIED & TRUE

**united
american**
MORTGAGE CORPORATION



Al Hensling

800-708-5626 ext. 110

Direct: 949-223-0310

Fax: 949-606-9045

al hensling@UAMCO.com

www.UAMCO.com

NMLS #: 71287



- 30 Years Experience
- FHA / VA / Conventional
- Purchase / Refinance
- Primary Residence
- Second Home
- Investment Property
- Personally Funded Over \$2.75 Billion in Residential Mortgages

State License # 01154798

NMLS #: 1942



GPA's Message



By **Stephen Sutherland**
GPA Committee Chairman

C.A.R. is opposing SB 391 (DeSaulnier), which creates a \$75 per document recording tax to create a permanent funding source for affordable housing.

Recently the Senate Appropriations Committee linked C.A.R.'s SPONSORED bill, SB 30, which provides tax relief to those who are selling a home in a short sale to SB 391, a C.A.R.-opposed bill that creates a recording tax. It was a shameful political maneuver attempting to force C.A.R. to support the recording tax. As now linked, SB 30 can only become law if SB 391 becomes law. However, once SB 391 is defeated, the link in SB 30 can be removed by additional amendments. C.A.R. is fighting to pass SB 30, defeat SB 391 and delink the two bills. When the Assembly goes back into session in early August, **SB 391 will be considered by the Assembly Housing and Community Development Committee and the Appropriations Committee.**

SB 391 Background

C.A.R. is OPPOSING SB 391 (DeSaulnier) which imposes a recording TAX to generate funds for affordable housing programs. **SB 391** creates a \$75 per document recording TAX to fund the affordable housing trust. C.A.R. is opposing this measure because it unfairly adds to the cost of recording real estate documents. C.A.R. is an aggressive advocate for affordable housing, but believes it is bad policy to fund affordable housing at the expense of homeowners who need to record real estate documents. **The real issue is that this TAX is imposed only on real estate document recordings. Affordable housing programs should**

be funded by the broadest base possible of California's citizens.

C.A.R. opposed the bill's predecessor, SB 1220, last year until the bill was amended to exempt recordings that were part of a sales transaction. Afterward, C.A.R. supported the measure, but it was defeated. Don't be misled by allegations that C.A.R. "changed its position" on SB 391. C.A.R.'s Board of Directors considered SB 391 for the first time in May of this year; prior to that, C.A.R. did not take a position on SB 391. The sponsors were advised of this process well before the bill was introduced. In May, the Board of Directors voted to oppose SB 391.

SB 391 Talking Points:

- **SB 391 unfairly targets property owners who need to record real estate documents with a new tax to pay for affordable housing programs. Affordable housing is an issue of broad social concern.** While there may be a need for affordable housing funds, it is unfair to require only those individuals recording real estate documents to be the sources of that funding.
- **SB 391 is a recording TAX.** While it may not apply to sale transactions, it still applies anytime a homeowner needs to record a document (e.g., refinancing, transferring into or out of a trust, liens, quit claim deeds, etc.).
- **SB 391 provides almost no oversight:**
 - o There is no absolute cap on county

administrative costs.

- o There is nothing in the bill to prevent the Legislature from raiding the funds.
- o It contains no standards for how the funds will be distributed.
- o The audits required by the bill will not detail how the 5% that can be spent on program administrative costs is used.
- o The first audit, two years after enactment, is too late.
- o The bill doesn't specify how often audits are to be performed.
- o The audits won't cover how affordable housing problems are being addressed.
- o The bill promotes a "geographically balanced distribution of funds" which ensures that many of the poorest residents will not be helped.
- While C.A.R. aggressively supports the creation of homeownership opportunities, SB 391 is clearly not the way to achieve that goal, doesn't direct its funds to home ownership.

C.A.R. is respectfully requesting the Assembly to vote NO on SB 391.

SACRAMENTO UPDATE:

Thoughts and Perspectives from Assemblyman Allan R. Mansoor

On August 5, the Assembly will return to Sacramento from its month-long recess. While business in Sacramento has been on hold, this last month has not been a vacation. I've been busy in the district, meeting with businesses and residents and learning more about what local residents want to see come out of Sacramento.

As we return to Sacramento, some of the things I'm thinking about include:

- Will the South Coast Air Quality Management District (AQMD) and California Coastal Commission duke it out over jurisdiction over beach fire rings? Coastal Commission staff recently recommended against allowing Newport Beach to remove fire rings, recognizing the importance of fire rings as a part of Southern California beach culture. However, the AQMD recently voted 7-6 to remove many Southern California fire pits. Will the Coastal Commission continue the fight to preserve fire rings? Regardless, I'm working on legislation that will protect fire rings from interference from AQMD, the Coastal Commission, and any other regulatory agency that might get involved.

- Realignment continues to plague California. When Governor Brown "realigned" state services by shifting service obligations to local government without providing any funding, county jails saw an influx of prisoners that would otherwise be housed in state prisons. Many of these prisoners have been released and crime is increasing in many areas while county jails are bursting at the seams.

- The Legislature has a history of procrastination and I expect nothing different during the last weeks of this year's session as Democrat leadership in both houses will push through countless bills with little to no time for public review or debate. When I served on the Costa Mesa City Council, the Brown Act ensured that there was ample time for

public review of each proposal. I continue to be disappointed that there is no Legislative counterpart to the Brown Act, and I am further disappointed that repeated efforts to introduce similar oversight are continuously killed by the majority party.

- The Democrat's two-thirds supermajority in both houses is significant. Assuming Democrat leadership controls all of their Democrat votes – something they do very well – Democrats do not need a single Republican vote on any issue. So far, this has been most evident when Assembly Democrats passed ACA 8, the most significant effort to undermine Prop 13 that we've ever seen. Assuming ACA 8 passes in the Senate, this issue will be on the ballot in 2014.



Assemblyman
Allan R. Mansoor

Allan R. Mansoor represents the 74th Assembly District, which includes Costa Mesa, Newport Beach, Laguna Beach, Laguna Woods, and large portions of Irvine and Huntington Beach.



Annual Charity Fashion Show Luncheon



Wednesday, September 25, 2013

11:00am Registration/Silent Auction,
12:00 noon Luncheon

Balboa Bay Club

1221 West Coast Hwy, Newport Beach

\$65 per person

Proceeds Benefit:
Miracles for Kids
Federal Tax ID #91-2160616



2013 REALTOR Models:

Alissa Chestone, VALIA Properties
Kelli DePass, Abrams Coastal Properties
Matthew Fletcher, Metro Realty
Jamie McKinnon, Villa Real Estate
Rex McKown, Surterre Properties
Sue Podany, Prudential California Realty
Mike Shapiro, HOM Real Estate Group
Mark Todd, Arnel Properties
Jay Vilorio, Villa Real Estate
Paula Wilhelm, Surterre Properties
Shana Woodyard, Coldwell Banker
Previews International

Please Register Me for the 2013 Charity Fashion Show Luncheon

Name(s): _____

Company: _____ Phone: _____

Reservations by payment - \$65 per person - Sorry No Refunds

Please charge my credit card the amount of \$ _____ for _____ tickets.

Visa/MC/AMEX #: _____ Exp. date: _____

CVC#: _____ Signature: _____

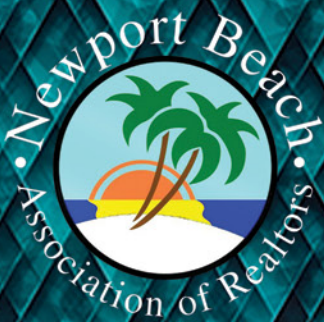
Or Enclosed is my check in the amount of \$ _____ for _____ tickets. (Please make checks payable to NBAR.)

Mail or Fax to: NBAR, 401 Old Newport Blvd., Ste 100, Newport Beach, CA 92663
(949) 642-4105 Attn: Kimberly Foreman

CAMP

CALIFORNIA ASSOCIATION OF
MORTGAGE PROFESSIONALS

CAMP / NBAOR



MIXER / HAPPY HOUR



401 OLD NEWPORT BLVD. #100 • NEWPORT
6:00 PM - 8:00 PM

FREE FOOD/APPETIZERS SERVED

NBAOR AND CAMP ORANGE COUNTY PROUDLY PRESENTS
HOT AUGUST NIGHTS MIXER

COME MIX IT UP WITH YOUR FELLOW REAL ESTATE AND MORTGAGE PROFESSIONALS

WEDNESDAY AUGUST 14

RSVP to Kristen Kramer at
(949) 722-2300 | kristen@nbaor.com
or visit www.nbaor.com event's section to register online

\$10 at the door - RSVP TODAY TO RESERVE YOUR SPOT!

A wide array of competitive mortgage programs

Finance your home with one of the nation's leading retail mortgage lenders.
You can benefit from:

- A wide selection of conventional loan programs
- Low mortgage rates
- Fixed- and adjustable-rate mortgages (ARMs)
- **PriorityBuyer**[®] preapproval
- Owner-occupied and investor mortgage programs available
- The attentive service of knowledgeable mortgage professionals

Contact one of our Wells Fargo Home Mortgage consultants for your **PriorityBuyer** preapproval today.



Steve Glass
Branch Manager
Newport Beach, CA
949-809-2555
NMLSR ID
453218



Vikas Chaddah
714-612-5093
NMLSR ID
453275



Jacob Neushul
949-644-7574
NMLSR ID
450373



Michael Prime
949-809-2550
NMLSR ID
468654



Tina Vo
949-809-5316
NMLSR ID
450331



Lisa Chen
949-809-2578
NMLSR ID
455425



Sandra Gonzales
949-261-6282
NMLSR ID
460072



Don Haberlein
949-233-1800
NMLSR ID
355829



Mary Gillany
949-809-2558
NMLSR ID
460014



Sigal Ronen
949-933-9979
NMLSR ID
447827



Joe Pirro
949-809-2590
NMLSR ID
483673



Lisa Banhagel
949-500-5780
NMLSR ID
463400



Steve Pertschi
949-718-3694
NMLSR ID
450940



Joel Rodgers
949-887-0094
NMLSR ID
448483



Loren Perez
949-436-1123
NMLSR ID
448238



Andy Nguyen
949-809-2567
NMLSR ID
455218



Joe Magallanes
800-419-8577
NMLSR ID
491678



Minh-Thy Vu
714-881-6199
NMLSR ID
484368



John Farrell
949-809-5327
NMLSR ID
374639



Justin Purpero
949-809-5329
NMLSR ID
373589



Bob Jacobs
949-809-5303
NMLSR ID
11463



Kristi Deutsch
949-324-4068
NMLSR ID
563158



2013/2014 Legal Issues Update



Featuring: Gov Hutchinson Assistant General Counsel, C.A.R. Legal Department

Thursday, September 5, 2013

8:45 Registration/Breakfast | 9:00 AM Presentation

at Newport Beach Association of REALTORS® Offices



\$15 for members of NBAR | \$25 for non-members

Topics of Presentation Include:

- Legal Hotline • New Laws Affecting REALTORS® • Real Estate Contracts/Forms •
- What he sees for the future of real estate •

Please register me for the YPN Breakfast on September 5th

Name(s): _____

Office: _____ Phone: _____

Amount Enclosed: \$ _____ Check No. _____ Membership Number _____

Please charge my Visa/MasterCard No. _____

Expiration Date: _____ CVC# _____ Signature: _____

*Mail to NBAR, 401 Old Newport Blvd., Suite 100, Newport Beach, CA 92663
or Fax to 949-631-4276 Attn: Kimberly Foreman*



Training

UPCOMING CLASSES

FREE CRMLS Web Conference Training

Join us for any of the free web conference classes listed below in the comfort of your office or home. Spaces are limited. Click on the registration link for the desired class and reserve your spot.

Date	Subject	Start Time	End Time
8/1	Searching 101	10:00 AM	11:00 AM
8/1	Smart Sites Administration	2:00 PM	3:00 PM
8/2	Automating Your Clients in Matrix	10:00 AM	11:00 AM
8/5	Proxio	10:00 AM	11:00 AM
8/5	CRMLSMobile.com	2:00 PM	3:00 PM
8/6	Matrix Updates	10:00 AM	11:00 AM
8/6	SmartIDX & Smart Sites Overview	2:00 PM	3:00 PM
8/7	Cloud CMA	10:00 AM	11:00 AM
8/7	Realtor Property Resource® (RPR™)	2:00 PM	3:00 PM
8/8	Smart CRM	2:00 PM	3:00 PM
8/9	Commercial Searching in Matrix	10:00 AM	11:00 AM
8/9	Smart Docs	2:00 PM	3:00 PM
8/12	Matrix Updates	10:00 AM	12:00 PM
8/12	Appraiser 1004MC	2:00 PM	3:00 PM
8/13	Matrix Updates	10:00 AM	11:00 AM
8/13	Smart Desk & Smart Sites Overview	2:00 PM	3:00 PM
8/14	Matrix Updates	10:00 AM	11:00 AM
8/14	Agent 101	2:00 PM	3:00 PM
8/15	CMA for Success	10:00 AM	11:00 AM

Want to see additional scheduled web conferences? [Click here.](#)

CRMLS is making some changes to its automated phone options effective Friday, July 19.

Please note that the Data Integrity Department at CRMLS will no longer have a live phone queue. If members call CRMLS and selects Data Integrity, it will direct you to the department email address which will be the first line of response. All emails will be responded to in a timely manner. Members are directed to email di@crmls.org.

CAR News

2013 C.A.R. EXPO

EXPO has a new look this year, and even more opportunities for you as an attendee. This year free sessions will be offered across all three days, including Tuesday. New a la carte paid sessions will be available for attendees to mix and match over the three days. New agents will find a variety of education waiting for them from bootcamps to CE courses, while seasoned agents can take advantage of the new Broker Conference or workshops. Our popular luncheon events vary each day to further educate, inspire, and enhance your experience in Long Beach. There is something for everyone at EXPO 2013.

Admission to the EXPO Exhibit Hall is free for members of the CALIFORNIA ASSOCIATION OF REALTORS®, but you must register to receive a badge.

Check back often as we'll be adding speaker names and more details about our exciting new 2013 offerings every day!



Moving in. A day to remember.

Kinecta can help you find the right home loan to ensure your client's special day is a memorable one.

- "Savings Advantage" Jumbo at 89% LTV to \$1.25 Mil. or 90% LTV to \$1 Mil. on condos.
- 3% Down on Conforming purchases – beats many FHA offerings
- Low MI rates with exclusive credit union-only programs
- Jumbo MI-insured to 90% LTV and up to \$250,000 over FHFA limits
- Asset Utilization – use portion of liquid assets as qualifying income
- 30-Day Purchase Guarantee – we fund on time or we pay administration fees

We also offer **Homebuyer Workshops** where you can meet potential clients, along with exclusive **Realtor Performance Seminars** with industry experts. Check out our special Realtor web page at www.kinecta.org/realtor for more information.

Contact Kinecta for more info!



Jason Sasena
Mgr., Mortgage Loan Sales
cell: 949.812.8025 | tel: 949.253.5350
jsasena@kinecta.org | NMLS #465199
www.kinecta.org/jsasena

Orange County Mortgage Center

4041 MacArthur Blvd., Suite 100 • Newport Beach, CA 92660



The Kinecta Difference: Not-for-profit • Member-owned • Over 70 years in business

Terms and conditions subject to change. All loans subject to credit approval. Information is intended for Mortgage and Real Estate professionals only and not intended for consumer use as defined by Section 1026.2 of Regulation Z, which implements the Truth-In-Lending Act. The guidelines are subject to change without notice and are subject to Kinecta Federal Credit Union underwriting guidelines and all applicable federal and state rules and regulations.



12358-06/13

Duane Gomer's Most Popular Continuing Education Optional Review & Group Testing

We Have You Covered---It's Quick, Easy and Low Priced



Wednesday, August 7th at 9 a.m.

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

**YOU MUST REGISTER & RECEIVE THE BOOK BY Friday August 2nd
to be eligible to take the five exams at the review.**

WHAT THE PROGRAM WILL COVER

1. All Brokers & Sales persons renewing AFTER the first time will receive 3 hour home-study mandatory courses of Agency, Ethics, Trust Funds, Fair Housing, Risk Management and a 30 hour course on Foreclosures, Taxes & Evictions.
2. Salespersons on their FIRST four year renewal who got their license before 10/1/2007 will receive 3 hour home-study mandatory Courses of Agency, Ethics, Trust Funds, Fair Housing, Risk Management. You only have to take these five courses. Confused? Call our office.
3. There will be an optional review to prepare you to pass the easy exams. Money-back guarantee.
4. Exams will be offered on the five mandatory courses. You may test on only 15 hours a day-DRE Rule (we don't like this either). Students who need 45 hours will be provided with instructions for testing on the additional 30 hour course online. If you received your materials at least 6 days before the class, you will be given passwords and user names to test later online. Later signups will receive their passwords by mail.

\$79 Members - \$95 Non-Members

SCHEDULE

8:45 p.m. Registration

9:00 a.m. Course review, industry update, question & answer time

11:00 a.m. Home-study Exams on 5 Mandatory Courses and
Certificates Awarded.

REQUIREMENTS

1. You must sign up and receive your materials before the class to comply with DRE regulations for testing.
2. Easy exams, 70% to pass, 99.9% passing rate.
4. Please have a Government issued picture ID available.
5. Fee includes \$10 for the cost of the required book.

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 class again at no cost. Courses are for all licensees. These courses are approved for Continuing Education Credit by the California Department 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. DRE Vendor #0054.

To register or for more information, contact Arleen at 949-722-2300

Name(s): _____

Office: _____ Phone: _____

Amount Enclosed: \$ _____ Check No. _____ Membership Number _____

Please charge my Visa/MasterCard No. _____ (Make checks payable to NBAOR)

Expiration Date: _____ SEC Code _____ Signature: _____

Mail to NBAR, 401 Old Newport Blvd., Suite 100, Newport Beach, CA 92663
or Fax to 949-631-4276 Attn: Vanessa Moore

UPTOWN NEWPORT PROJECT PRESENTATION

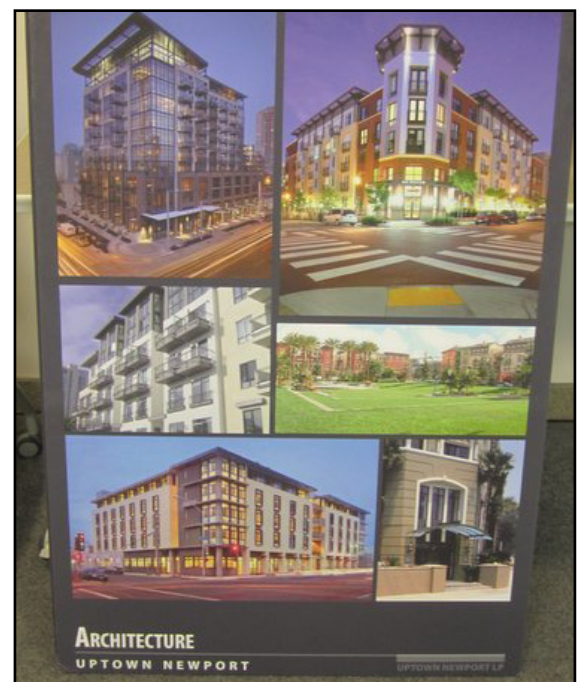
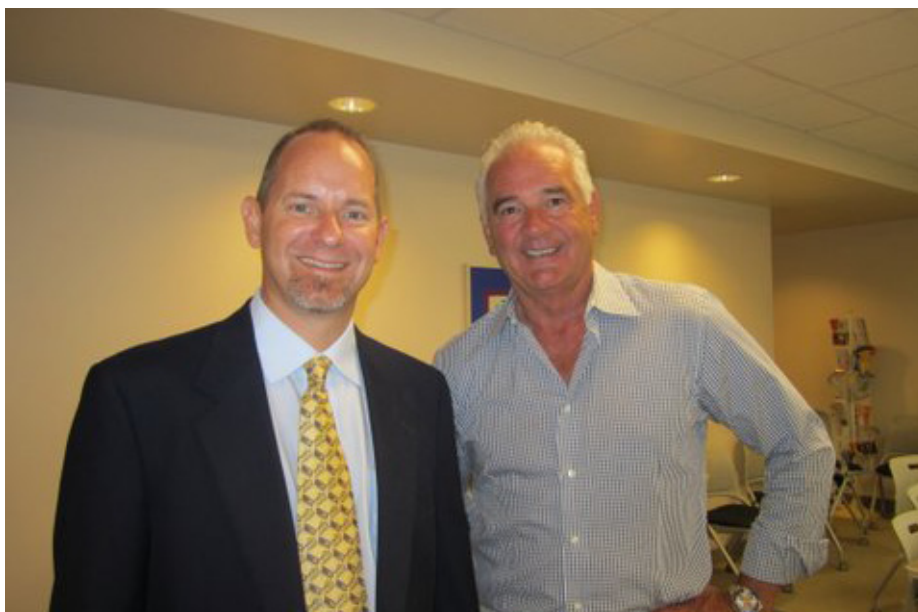
Project description:

The proposed Uptown Newport project is a mixed-use development with up to 1,244 residential units, 11,500 square feet of neighborhood-serving retail space, and two acres of park space to be located at 4311-4321 Jamboree Road. The project would be developed in two phases. Development of Phase 1 is projected to start in 2014 and be completed in 2017 and Phase 2 is anticipated to begin in 2017 and be completed in 2021.

Location:

4311-4321 Jamboree Road

20.05 acres site is generally located on the east side of Jamboree Road, with Birch Street to the north, and Von Karman Avenue and MacArthur Boulevard to the west.



2014 ELECTION RESULTS



OFFICERS:

President - Mary Fewel, *Metro Estates*

Vice President - David Girling, *Coldwell Banker*

Treasurer - Kimberly Valentine-Poska, *Surterre Properties*

Secretary - Sue Podany, *Prudential California Realty*

DIRECTORS:

Bianca Avila, *Surterre Properties*

Tony Bartos, *HOM Sotheby's International Realty*

Grant Bixby, *Coldwell Banker Previews International*

Rob Norquist, *HOM Real Estate Group*

Stephen Sutherland, *Prudential California Realty*

Mark Todd, *Arnel Estates*

Cari Young, *HOM Sotheby's International Realty*



- TERMITE & DRY ROT REPAIRS
- DETAILED INSPECTION REPORTS
- ROOF MAINTENANCE & REPAIR
- TERMITE & PEST CONTROL
- GENERAL CONSTRUCTION
 - ANNUAL CONTROLS
 - DECKS & PATIOS
 - BIRD MITIGATION
 - WATERPROOFING



FOR A COMPLIMENTARY INSPECTION
CONTACT VALERIE ACEVEZ

949.295.5576

BRE IS THE NEW DRE

On July 1, 2013 the Department of Real Estate (DRE) became part of the California Department of Consumer Affairs and has changed their name to the Bureau of Real Estate (BRE).

CRMLS is currently in the process of updating all reports and displays in the CRMLS Matrix platform that contain the DRE field labels to reflect the new acronym BRE.

DESIGNATED REALTOR MEMBERSHIP

Caroline Hallmark-Jensen
Caroline Hallmark-Jensen

REALTOR MEMBERSHIP

Cathcart, Joyce
Metro Realty

Golding, Jason
Hom Sotherby's Inter.

Groves, Marilyn
Villa Real Estate

Kennedy, DK
Surterre Prop.

Muellerleile, Michael
Surterre Prop.

Popejoy, Parry
Harcourts Prime Prop.

MULTIPLE LISTING MEMBERSHIP

Gary Johnson
Gary R. Johnson

David W. Knowlton
David Whitmore Knowlton

John M. Vartanian
John Michael Vartanian

AFFILIATE MEMBERSHIP

Michelle Hiemstra
West Coast Escrow

Courtney Madnick
Stewart Title

Charles Roussel
Bank of America

MEMBER TRANSFERS

Bing Girling
*from Hom Sotherby's Intern.
to CB/Previews*

David Girling
*from Hom Sotherby's Intern.
to CB/Previews*

James Gould
*from Teles Prop.
to Corona del Mar Prop*

Mike Tashman
*from Prudential Calif.
to Surterre Prop.*

Tom Unvert
*from CB/Previews Int.
to Teles Prop.*



WELCOME NEW MEMBERS

CALENDAR OF EVENTS



Thu, Aug 1st – 9:30 AM – YPN Meeting

Wed, Aug 7th – 9:00 AM – Duane Gomer License Renewal Seminar

Wed, Aug 14th – 6:00-8:00 PM – Hot August Nights Roof Top Mixer

Wed, Aug 21st – 9:00 AM – HUD Workshop



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

The complex block contains a photograph of a red "OPEN HOUSE" sign on a white post against a blurred background of a house and sky. To the left of the sign, there is a black text box with white text detailing the open house schedule for every Thursday and Friday.