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JULY 2025

COASTAL REALTOR®

Newsletter

Official Publication of the Newport Beach Association of REALTORS®



COASTAL REALTOR®

Newsletter

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 articles are not necessarily the opinions of the Association of REALTORS®.

*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

Kimberly Foreman, RCE
Janelle Genovese

2025 Officers and Board of Directors

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Vice President- John Yasko
Treasurer- Kevin Kukiak
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Reuben Gulledge
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John Yasko

2025 C.A.R. 32nd
Regional Chairman
Lori Namazi

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



Welcome to July!

I hope you had a happy and safe Fourth of July celebration. As we dive into the heart of summer, I'd like to take a moment to reflect on a productive June and highlight some exciting events we have lined up this month.

Advocacy in Action: Washington, D.C. Legislative Meetings

Earlier this June, Kimberly and I had the privilege of traveling to Washington, D.C. for the National Association of REALTORS® Legislative Meetings. It was a fantastic opportunity to engage directly with lawmakers and represent the interests of our members.

During our visit, we met with Representative Dave Min to advocate for several key initiatives supported by the California Association of REALTORS®, including:

**2025 NBAOR President
Natalie Shaw**

-Tackling the Housing Crisis: We discussed proposals to reduce capital gains taxes, increase penalty-free IRA withdrawals for first-time homebuyers, and eliminate regulatory barriers to boost housing production—all vital steps to address both California and the nation's housing shortage. (Some of these initiatives were detailed in last month's newsletter.)

-Insurance Reform: Skyrocketing insurance costs are adding to affordability challenges. We voiced our support for HR 1105, which provides tax incentives for property hardening to help lower premiums and improve resilience.

-Protecting Independent Contractors: We emphasized the importance of HR 3495, which defends real estate professionals' right to maintain their preferred business classification and operate independently.

We shared with Representative Min how persistently low housing inventory is impacting Orange County and stressed how these measures would help revitalize our local market. He was receptive to our concerns and expressed his support for several of the proposed bills.

It was an honor to advocate on Capitol Hill and represent our association's commitment to protecting homeownership and advancing the real estate profession.

We're excited to announce two fantastic events happening this month. Mark your calendars!

PRESIDENT'S MESSAGE CONTINUED...

Charity Pickleball Tournament

Date: Tuesday, July 23

Location: The Tennis & Pickleball Club, Newport Beach

Play: 2:00 – 3:30 PM

Silent Auction & Social: Begins at 3:00 PM

Join us for an afternoon of friendly competition, networking, and community support.

Registration is now open for both players and social attendees.

Annual Membership Meeting – Financial Wellness Workshop

Date: Tuesday, July 30

Time: 9:00 AM

Location: Newport Beach Civic Center Community Room

This year's membership meeting will feature a Financial Wellness Workshop with expert speakers covering a range of topics to support your financial goals and long-term success. This is a valuable opportunity you won't want to miss.

Wishing you a successful and impactful summer ahead.

Thank you for your continued involvement and support. Together, we're making a real difference in our industry and our community.

Best Wishes,

Natalie





2025 Board of Director Election

Election Date: Tuesday, July 22rd
Absentee Balloting Begins Tuesday, July 15th

Officers:

President - John Yasko, Coldwell Banker Realty
Vice President - Reuben Gullledge, Compass
Secretary - Chris Maddy, Pacific Sotheby's Int'l Realty
Treasurer - Kevin Kubiak, Arbor Real Estate

Five Seats Open for Director:

Rebecca Anderson, Surterre Properties
Todd Bousman, BouHAUS Properties
Kyle Flagg, Pacific Sotheby's Int'l Realty
Krista McIntosh, Coldwell Banker Realty
Deb Pirdy, Berkshire Hathaway HomeServices
Scott Singer, Pacific Sotheby's Int'l Realty
Cari Young, Compass

Continuing Directors:

Dylan Mason, Compass
Natalie Shaw, Surterre Properties

To login to vote, you'll need your member ID and password.
If you have forgotten or are in need of a new password, please
contact the Association office, 949-722-2300, and the staff will guide you.



WELCOME

*New
Members*

MEMBER TRANSFERS

Coleen Brennan – from Pacific Sotheby's Int'l to Engel & Volkers Newport Beach

Bill Forsythe – from Pacific Sotheby's Int'l to Engel & Volkers Newport Beach

Max Johnson – from Berkshire Hathaway HomeServices to IS Luxury

Deborah Nguyen – from Whitesail Realty to Re/Max One

Blair Walsh – from Coldwell Banker Realty to Compass

DESIGNATED REALTOR® MEMBERSHIP

Chris Melendres- Advanced Commercial Real Estate

Mark Wilser- Mark Wilser, Broker

REALTOR® MEMBERSHIP

Jessica Cano – Pacific Sotheby's Int'l

Andrea Lange – Coldwell Banker Realty

Kristine McKeown – Surterre Peoperties

Makenna Miller – Coldwell Banker Realty

Sherrie Palmer – Realty One Group West

Vance Remmey – Pacific Sotheby's Int'l

Ali Tavakoli – DNA Realty Group

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Michael McDonald

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Sarah DeGuzman

Prominent Escrow Services

Milestone Anniversaries

40 Years!

Evie Compton

10 Years!

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30 Years!

Sonja Powell

5 Years!

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20 Years!

Larry Schitz • Susan Sinclair

1 Year!

Joe Conzonire • Katrina Lanckoronska

THANK YOU

A THANKS SO BIG WE NEEDED MORE ROOM TO EXPRESS IT — THANK YOU

Dear NBAOR,

I want to personally thank you for your recent generous gift through Childhelp's Orange County Chapter. Your generosity will literally have the power to transform more than a hundred lives. Thank you for being

heroes to so many children impacted by abuse. We are profoundly grateful for you!

Thanks again!

Sean Martin

Sr National Director of Philanthropy

We're thrilled to be hosting our Annual Charity Pickleball Tournament once again and even more excited to continue supporting Childhelp OC, an incredible organization dedicated to the prevention and treatment of child abuse.

Thanks to your generosity, last year's tournament raised funds that made a real impact. Let's do it again. Rally with us for a day of fun, friendly competition, and giving back to a cause that truly matters.

CHARITY PICKLEBALL TOURNAMENT



WEDNESDAY, JULY 23, 2025
THE TENNIS & PICKLEBALL CLUB
AT NEWPORT BEACH
11 CLUBHOUSE DR. NEWPORT BEACH, CA 92660

1:30PM REGISTRATION
2:00-3:30 PM GAME
3:00 -4:30 PM SOCIAL & SILENT AUCTION



PROCEEDS BENEFITTING



FEDERAL TAX ID: 95-2884608

PLAYER REGISTRATION (\$150 includes game and social)

Please circle # of Players: 1 or 2

Player Full Name _____ Experience Level _____

2nd Player Full Name _____ Experience Level _____

SOCIAL ONLY REGISTRATION (\$65 includes attendance at social, food, and silent auction)

of tickets for social _____

PAYMENT INFORMATION

Name on Card _____ Amount to Charge _____

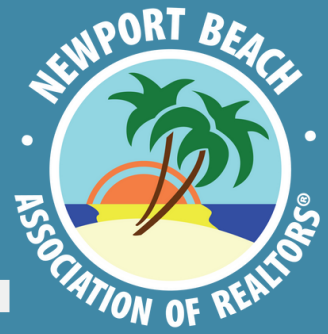
Credit Card # (Circle Visa or MasterCard) _____

CVC _____ Expiration Date _____ Phone _____

Email _____

EMAIL COMPLETED FORM TO JANELLE@NBAOR.COM BY JULY 14TH

CHARITY PICKLEBALL TOURNAMENT



WEDNESDAY, JULY 23, 2025
THE TENNIS & PICKLEBALL CLUB
AT NEWPORT BEACH

11 CLUBHOUSE DR. NEWPORT BEACH, CA 92660

1:30PM REGISTRATION
2:00-3:30 PM GAME
3:00 -4:30 PM SOCIAL & SILENT AUCTION



EVENT SPONSORSHIP - \$350

You will receive a customized banner displayed in a prominent location and 1 social event ticket. Drop off any marketing items that you would like to donate for the player swag bags.

PROCEEDS BENEFITTING



FEDERAL TAX ID: 95-2884608

Name: _____ Company: _____

PAYMENT INFORMATION

Name on Card _____ Amount to Charge _____

Credit Card # (Circle Visa or MasterCard) _____

CVC _____ Expiration Date _____ Phone _____

Email _____

EMAIL COMPLETED FORM TO JANELLE@NBAOR.COM BY JULY 14TH
THANK YOU FOR YOUR SUPPORT

CCRE PRESENTS... LOCAL SOLUTIONS, LASTING IMPACT: HOW CITIES RESPOND TO HOUSING CHALLENGES



CENTER FOR
CALIFORNIA
REAL ESTATE



SCAN ME

JULY 23 | 9 A.M. - 11:30 A.M.
**THE WESTIN SOUTH COAST
PLAZA, COSTA MESA**

**C.A.R. MEMBERS: HEAR DIRECTLY FROM
THOSE ENACTING CHANGE WHERE IT MATTERS
MOST—IN THE COMMUNITIES THEY SERVE.**

Join the Center for California Real Estate (CCRE) for breakfast, followed by a 90-minute panel focused on how local leaders are driving solutions to their housing challenges. Moderated by C.A.R. CEO Phil Hawkins, this conversation brings together local government officials to discuss the strategies their cities are deploying to expand housing access, increase affordability, and shape sustainable growth. Reserve a seat for free at on.car.org/ccrecostamesa.

**MODERATED BY
PHIL HAWKINS
C.A.R. CEO**

120
YEARS OF LEADING THE WAY...®

ANNUAL MEMBERSHIP MEETING

*Financial Wellness Workshop;
Do You Have Your Affairs In Order?*



Kay Walker

LAW OFFICE OF G. KAY WALKER

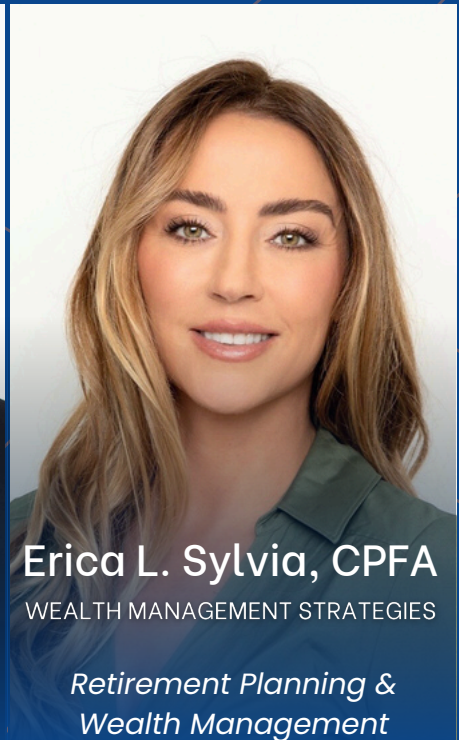
*Estate Planning, Wills,
& Trusts*



Stephen Decker

IPX1031

1031 Exchanges



Erica L. Sylvia, CPFA

WEALTH MANAGEMENT STRATEGIES

*Retirement Planning &
Wealth Management*



**JULY 30, 2025
9:00 AM**



**NBAOR MEMBERS: FREE
NON-MEMBERS: \$25
CALL TO REGISTER**



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Architect/Builder

NEWPORT RESOURCE MGMT.	RUSH HILL	RUSH@NRMSERVICES.COM	949-939-2570
JULIE LAUGHTON DESIGN BUILD & JLGC	JULIE LAUGHTON	JULIE@JULIELAUGHTON.COM	(714) 305-2861

Escrow

CHARTWELL ESCROW	DIANE ANTHONY	DANTHONY@CHARTWELLESEROW	949-354-1892
ESCROW TECHNOLOGIES	NATALIE WYTRZYMALSKI	NATALIE@ESCROWTECH.NET	847-651-1947
FREEDOM ESCROW	JEFF TAYLOR	JEFF@FREEDOMESCROW.COM	714-655-7816
GENERATIONS ESCROW	BRANDI RIVERA	BRIVERA@GENESCROW.COM	714-746-3024
GRANITE ESCROW	DEE ANNA POPE	DPOPE@GRANITEESCROW.COM	714-914-4455
MARINERS ESCROW	FA KARAMZADEH	FA@MARINERSESCROW.COM	949-412-4650
PROMINENT ESCROW	DEVON COHEN	DCOHEN@PROMINENTESCROW.COM	949-870-7200
PROMINENT ESCROW	JIM MECKLENBURG	JIM@PROMINENTESCROW.COM	949-375-4674

Health Benefits

BENEFITS STORE, INC.	ROGER SMITH	AFFILIATE@BENEFITSSTORE.COM	925-855-9500
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Home Warranty

FIDELITY HOME WARRANTY	ROBYN PRICE	ROBYN.PRICE@FNF.COM	714-726-9171
FIDELITY HOME WARRANTY	MIA BEATIFICATO	MIA.BEATIFICATO@FNF.COM	714-497-5837
FIRST AMERICAN HOME BUYERS PROTECTION	ROSIE POOLE	RPOOLE@FIRSTAM.COM	949-400-7789

Legal

LAGUNA LEGAL MEDIATION SERVICE & DOC.	ELLIE ORTIZ	ELLIE@LAGUNALEGALHELP.COM	949-497-9800
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Misc.

GOLDEN WEST MOVING	CHAD SCOTT	CHAD@GOLDENWESTMOVING.COM	714-213-1581
HOMEGUARD INC.	TINA MARIE SMITH	TSMITH@HOMEGUARD.COM	714-348-6463

Mortgage/Lending.....

BMO LENDING	ERRIN REEDER	EKELLYR@GMAIL.COM	626-664-7437
CITIBANK	NICHOLAS PETRONIS	NICK.PETRONIS@CITI.COM	949-374-3744
MONARCH COAST FINANCIAL	KEVIN BUDDE	KBUDDE@MONARCHCOASTFINANCIAL.COM	949-422-2075
MUTUAL OF OMAHA MORTGAGE	SEAN SKAGGS	SEAN.SKAGGS@MUTUALMORTGAGE.COM	714-875-7979
REVERSE MORTGAGE EDUCATORS	RYAN KLEIS	RYAN@REVERSEMORTGAGEEDUCATORS.COM	714-609-0196
UNITED AMERICAN MORTGAGE CORP.	MARK SIMON	MARK@MARKFORMORTGAGE.NET	949-246-5880
WELLS FARGO HOME MORTGAGE	MORAD RAHEB	MORAD.RAHEB@WELLSFARGO.COM	310-467-4411
WELLS FARGO HOME MORTGAGE	MATTHEW DIDIER	MATTHEW.DIDIER@WELLSFARGO.COM	949-371-9718
AMERICA'S CHOICE LENDING GROUP	THOMAS LIEB III	TOM@AMERICASCHOICELG.COM	626-487-0008
EXCEED LENDING	VIVIAN CHEN	VIVIANCHEN@EXCEEDLENDING.COM	626-271-5950
WELLS FARGO HOME MORTGAGE	ERIKA GRIFFITHS	ERIKA.GRIFFITHS@WELLSFARGO.COM	714-642-0080
WELLS FARGO HOME MORTGAGE	MICHAEL MCDONALD	MICHAEL.MCDONALD4@WELLSFARGO.COM	949-282-4055

Natural Hazards.....

FIRST AMERICAN NATURAL HAZARD DISC.	CANDY BABCOCK	CBABCOCK@FIRSTAM.COM	714-309-6447
MY NHD	ROBERTA CURLENDER	ROBERTA@MYNHD.COM	949-322-5220
MY NHD	LINA KING	LINA@MYNHD.COM	949-945-3526

Photography.....

PREVIEWFIRST	PAOLO BIANCALANI	PAOLO@PREVIEWFIRST.COM	949-527-1702
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Staging and Design.....

PACIFIC STAGING	CASSIDY WILLINGHAM	CASSIDY@PACIFICSTAGING.NET	949-200-7745
STUDIO 33 DESIGN CONCEPT/HOME IMPROVEMENT	MONICA GIOELI	MONICA@GIOELI.CO	949-378-3303

Title....

CHICAGO TITLE	PETER NOURSE	PETER.NOURSE@CTT.COM	949-463-3999
FIRST AMERICAN TITLE INSURANCE	GEORGE SINES	GSINES@FIRSTAM.COM	714-250-4951
FIRST INTEGRITY TITLE COMPANY	CARTER GASKILL	CARTER.GASKILL@FIRSTINTEGRITYTITLE.COM	(949) 923-7584
LAWYERS TITLE	MARTHA GEWERTZ	MGEWERTZ@LTIC.COM	949-500-5884
ORANGE COAST TITLE	SHELLEY ALLARD	SALLARD@OCTITLE.COM	714-553-7377
PACIFIC COAST TITLE COMPANY	CHRISTY COFFEY	CCOFFEY@PCT.COM	949-887-0338
CONSUMER'S TITLE COMPANY	BRYON BASHORE	BRYON.BASHORE@CTCCAL.COM	714-975-1773
STEWART TITLE	DEREK GRAHAM	DEREK.GRAHAM@STEWART.COM	949-584-2570
STEWART TITLE	PARKER THOMPSON	PARKER.THOMPSON@STEWART.COM	949-350-7649
TICOR TITLE	STACEY ANGSTEAD	STACEY.ANGSTEAD@TICORTITLE.COM	760-214-3211
TICOR TITLE	STEPHANIE DORR	STEPHANIE.DORR@TICORTITLE.COM	949-294-3360
TICOR TITLE	CORTNEY KELLER	CKELLER@HWAHOMEWARRANTY.COM	714-707-0149
TICOR TITLE	NICOLE LEGRAND	NICOLE.LEGRAND@TICORTITLE.COM	939-933-7009
USA NATIONAL TITLE	LISA RUNYON	LRUNYON@USA-NTC.COM	949-933-0693
WFG TITLE	HOPE CARR	HOPE@WFGTITLE.COM	949-400-7642
WFG TITLE	ROBERT TOFFEL	ROBERT.TOFFEL@YAHOO.COM	949-702-3027

YOUR MEMBERSHIP TRIFECTA

THE

THREE-WAY

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Grassroots advocacy shaping local policies

Education opportunities specific to your state

Legislative advocacy on issues affecting your state

Statewide community of real estate practitioners

State-level legal and compliance resources

STATE
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Your Reach

Nationwide, unified advocacy platform


Unmatched real estate research, information, expertise and education, including accreditations and designations

Cutting-edge tech, legal and risk management resources

National and global network of professionals

NATIONAL
Securing
Your Future


YOUR DYNAMIC THREE-TIERED STRUCTURE:


 Ecosystem of support, resources and advocacy

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 Amplified influence and political impact

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REALTORS® are members of the National Association of REALTORS®



REALTORS[®] OPPOSES PROPERTY RELATED TAX INCREASES

Assembly Democrats have informally discussed the possibility of a residential vacancy tax and a removal of tax deductions for second homes as a way to generate revenue for the state to avoid further budget cuts. To stop these proposals from gaining momentum ahead of caucus budget discussions, Governmental Affairs immediately began advocacy efforts to inform both Assembly and Senate leadership of C.A.R.'s clear and strong opposition to any such taxes on residential property. We received confirmation that the Senate was not considering the option; we are awaiting Assembly confirmation.

C.A.R. is optimistic at this point that the discussions will not make their way forward into the budget as many members recognize that it would unfairly target homeowners at a time when such homeowners are dealing with high mortgage rates, increasing insurance costs and increasing costs of materials and labor to maintain their properties.



SUMMER'S ON LET'S GET MOVING

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**+
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- Bundle and save. Get \$5 off each additional gym you join.³
- No long-term contracts. Easily sign up, switch gyms, or cancel online.
- Connect 1-on-1 with a personal well-being coach for motivation in nutrition, stress management, sleep, and more—included in your membership at no additional cost.
- Plus, create a free account to get instant access to 14,000+ on-demand workout videos!

Take advantage of the Summer Promotion happening NOW, June 1st – August 31st, where you can save \$28 and join the Active&Fit Direct™ program with NO enrollment fee for BOTH the standard and premium network by using promo code FLEXYOURFIT.¹

Register Here



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Many agents struggle with one of the most essential skills to a successful real estate career: generating new leads. The key? Learning how to effectively market not only your properties, but yourself.



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- ✓ Boost your income?
- ✓ Close deals with confidence?
- ✓ Sell those "impossible" properties?

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Learn the value of networking and building your sphere.



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Stay current with regulations and industry trends, making you the go-to agent in your area.



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The CE Shop also offers hundreds of FREE industry resources — blog articles, ebooks, and guides on everything from generating more leads to marketing unique properties.

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Save 35%

on real estate education!

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Offer valid 7/1/25 -7/31/25 on all real estate, mortgage, and professional development products. Excludes individual USPAP courses. Prices, promotions, and products are subject to change without notice. Discount also applies to OH package features, Exam Prep Edge, and Post-Licensing only. Ohio School Registration No. 2323. Promotions are not valid on OH real estate Pre-Licensing and payment plans. Affiliate has an agreement with The CE Shop to promote online course information to consumers and real estate licensees. Affiliate is not the developer of these courses and is simply providing a referral. All education is provided by The CE Shop and any questions regarding course content or course technology should be directed to The CE Shop. ©2025 The CE Shop LLC. All Rights Reserved.



Home Mortgage



The home financing your buyers need, with the personalized service they deserve.

Learn more about how our local market knowledge and jumbo loan options can help your affluent buyers bring their plans to life.

Give me a call anytime.



Matthew Didier
Private Mortgage Banker
949-371-9718
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ocmortgagelender.com
NMLSR ID 463518



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Monthly Market Report

Orange County

May 2025

Existing SFR
Home Sales

1,067

% Change
from Last Year **-14.5%**

Existing SFR
Median Price

\$1.40M

% Change
from Last Year
-1.4%

Active Listings

2,584

% Change from
Last Year **+62.7%**

Market
Competition

Median Days
on Market **23**

Sales-to-List
Price % **100.0%**

% of Active
Listings with
Reduced Prices **36.5%**



CALIFORNIA
ASSOCIATION
OF REALTORS®



Monthly Market Report

Newport Beach, California

May 2025

Existing
SFR Home
Sales

50

% Change
from Last Year **-24.2%**

Existing SFR
Median Price

\$5.49M

% Change
from Last Year
+24.7%

Active Listings

272

% Change from
Last Year **+10.1%**

Market
Competition

Median Days
on Market **22**

Sales-to-List
Price % **97.4%**

% of Active
Listings with
Reduced Prices **30.5%**



CALIFORNIA
ASSOCIATION
OF REALTORS®



Monthly Market Report

Costa Mesa, California

May 2025

Existing SFR
Home Sales

43

% Change
from Last Year **+4.9%**

Existing SFR
Median Price

\$1.93M

% Change
from Last Year
+28.4%

Active Listings

57

% Change from
Last Year **+16.3%**

Market
Competition

Median Days
on Market **24**

Sales-to-List
Price % **98.8%**

% of Active
Listings with
Reduced Prices **38.6%**



CALIFORNIA
ASSOCIATION
OF REALTORS®





CUSTOM HOMES AND REMODELING



A tremendous asset to the Real Estate Industry, Julie Laughton, CEO of Julie Laughton Design Build and JLGC, provides an exclusive, one-on-one, 5-star service. A realtor's dream for their clients, Julie Laughton is the only person, the only phone call, they will have to make to remodel or build their custom home ground up.

With over 30 years of experience, Julie Laughton custom designs all her projects as a one-stop shop, working with her team of seven engineers and her construction company. In addition, she handles all landscapes and exterior features as the general contractor. Transforming people's living environments into their dream homes, Julie Laughton remains the largest, female-owned, custom design builder in America, living proof a woman can succeed in the male-dominated world of construction.

Julie Laughton would like to meet with you and discuss how best we might collaborate on future projects. Please phone Denise Gary-Pandol at 661 747 1829 to schedule a meeting.



JULIE LAUGHTON
DESIGN BUILD



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An aerial photograph of Newport Beach, California, showing the coastline, sandy beach, and a large harbor filled with numerous sailboats and yachts. The city's residential areas are visible inland from the beach.

COURT RULES IN CITY'S FAVOR ON CHALLENGE TO HOUSING PLAN

An Orange County Superior Court judge has upheld the City of Newport Beach's State-mandated housing plan, rejecting lawsuits filed by two community groups.

On Wednesday, June 18, Hon. Melissa R. McCormick ruled in favor of the City in legal cases filed by Still Protecting Our Newport (SPON) and the Newport Beach Stewardship Association (NBSA), which sought to overturn the City's State-mandated housing plan.

The ruling upholds the City's 2022 Housing Element update and the 2024 adoption of amendments to its general plan and zoning code to comply with California law. The law requires cities to adopt plans and zoning code changes to allow for additional housing in an effort to address the statewide housing crisis. Newport Beach was required by the State to plan for 4,845 new housing units.

Without the mandated housing plan in place, the City could have faced severe consequences, including court-imposed fines of as much as \$600,000 a month, legal action by the State, and the loss of local control over where and how housing is developed in Newport Beach.

COSTA MESA CITY COUNCIL APPOINTS GALLARDO-DALY AS THE INTERIM CITY MANAGER



The Costa Mesa City Council voted unanimously at the Tuesday, June 3 closed session meeting to appoint Cecilia Gallardo-Daly as the interim City Manager.

"The Council's unanimous vote for Cecilia Gallardo-Daly as interim City Manager demonstrates our full trust and confidence in her ability to perform this important role," Mayor John Stephens said. "I admire Cecilia's background and experience and look forward to working closely with her to accomplish the council's goals and to serve our community."

Gallardo-Daly was appointed as Costa Mesa's Assistant City Manager in December of 2023 and has been instrumental in managing several large city initiatives, including the potential development of the Fairview Developmental Center.

"I want to thank the Mayor, the Mayor Pro Tem and the City Council for this tremendous opportunity to serve as the interim City Manager. It's an honor and privilege to be of service to the City in a new way. I'm so very proud to be part of the Costa Mesa team and I look forward to all the great work ahead." Prior to her arrival in Costa Mesa, Gallardo-Daly served the City of San Clemente as the Assistant City Manager, and prior to that as the Community Development Director, where she was responsible for implementation of San Clemente's vision and policy as it relates to land use, economic development, environmental and historic preservation and coastal resiliency. She also worked as a Planning and Environmental Permitting Consultant for local agencies from 2001 to 2013.

She served in several capacities with the City of San Diego, holding the titles of Deputy and Assistant Director of the Development Services Department, Program Manager for the City Planning and Community Investment Department and Senior Planner.

She has also held planning roles for the cities of Austin, Texas and Rancho Cucamonga, Rosemead and Sierra Madre in California.

Gallardo-Daly has a Master of Arts Degree in Urban Planning and a Bachelor of Arts Degree in Political Science both from UCLA.



Maximize Your Retirement Savings with the NBAOR Solo(k) Solution!

As a **Newport Beach Association of Realtors (NBAOR)** member, you now have access to an exclusive **Fiduciary-Plus Retirement Plan Exchange Solo(k) Solution**—a **turnkey 401(k) plan** designed to help **business owners and their spouses** optimize their retirement savings while reducing administrative burdens.

Key Benefits:

- ✓ **Maximize Contributions** – Take advantage of higher contribution limits to grow your retirement fund faster.
- ✓ **Lower Costs** – Minimize administrative expenses with a streamlined, cost-efficient approach.
- ✓ **Expert Guidance** – Backed by **Marc DiDomenico & Erica Sylvia, Transamerica**, and **TAG Resources** to ensure expert support.
- ✓ **Smart Tax Strategies** – Enjoy both **pre-tax** and **Roth post-tax options** for greater flexibility.



www.nbaor.com



info@nbaor.com



(949) 722-2300

OPPOSE: AB 723 (PELLERIN)

Digitally Altered Real Estate Photos



AB 723 would require real estate agents and brokers to disclose when any photos or visual media of a property have been digitally altered. This includes changes to things like colors, landscaping, virtual staging, sky replacements, or anything that may make a property appear different than it actually is.

If passed, the bill would mandate a written disclosure on marketing materials when such edits are made.

Why REALTORS® Oppose it:

- **The Definition Is Too Broad:** The bill doesn't clearly define what counts as "digital alteration." Simple adjustments like brightness, contrast, or cropping could technically require a disclosure.
- **Creates Legal Risk:** Real estate professional could face penalties or lawsuits over minor or unintentional edits that are deemed "alterations" under the law.
- **Redundant Regulation:** REALTORS® are already bound by strict advertising laws and ethical standards that prohibit deceptive marketing. This bill creates unnecessary duplication.
- **Limits Effective Marketing Tools:** Virtual staging and editing tools help buyers visualize the potential of a property- especially vacant or outdated homes. This bill may discourage their use, to the detriment of both buyers and sellers.

Bill location: Business, Professions, and Economic Development Committee

SOLO(k) SOLUTION



Newport Beach Association of Realtors RETIREMENT PLANEXCHANGE[®]

The Fiduciary-Plus Retirement Plan Exchange Solo(k) Solution is a retirement plan solution for business owners and their spouses who are receiving compensation from the business. The Solo(k) Solution allows you to maximize your annual pretax and after-tax retirement contributions while reducing your administrative burden, transferring certain risks, and potentially reducing costs. We understand that sponsoring and maintaining a retirement plan, particularly for small businesses, can be challenging. This program brings together a team of professionals so you can focus on running your business — not your retirement plan.



Contributions:

- Contributions may be made monthly, quarterly, semiannually, or annually
- Contributions may only be for business owner and spouse, if receiving compensation
- 2023 maximum contributions
 - Deferrals: \$22,500
 - Additional catch-up (if age 50 and older): \$7,500
 - Discretionary profit share: \$43,500¹
- Minimum \$6,000 annual contribution



Service Providers:

- Third Party Administrator: TAG Resources
- 3(16) Plan Administrator Fiduciary: TAG Resources
- 402(a) Signatory Named Fiduciary: TAG Resources
- 3(38) Investment Manager Fiduciary: Fiduciary-Plus
- Recordkeeper: Transamerica



Fees:

ALL IN*: 0.65% (does not include financial advisor compensation)

PLAN SERVICE FEES: ACH fee: \$5 per ACH draft or no cost if deferrals are uploaded from payroll provider

ANNUAL FEE PER PARTICIPANT: \$25

ADDITIONAL PARTICIPANT FEES (IF APPLICABLE):

- Distribution: \$100
- Loans
 - Initial setup: \$100
 - Annual: \$100
- Hardship fee: \$100

To speak with
Wealth Management Strategies
Erica Sylvia or Marc DiDomenico
Call: 949-833-5846

*Asset-based fee includes TAG and Transamerica fees as well as the 3(38) Investment Manager compensation. Actual fees based on individual participant fund allocation. Asset fee does not include the flexible Financial Advisor compensation.

¹ Maximum profit share is contingent upon income.



NEWPORT BEACH
ASSOCIATION OF REALTORS[®]



INVESTMENT STRUCTURE - FIDUCIARY-PLUS

TARGET DATE FUNDS/ASSET ALLOCATION FUNDS	
TARGET DATE FUNDS (QDIA) State Street Target Retirement Income Ret Acct State Street Target Retirement 2020 Ret Acct State Street Target Retirement 2025 Ret Acct State Street Target Retirement 2030 Ret Acct State Street Target Retirement 2035 Ret Acct State Street Target Retirement 2040 Ret Acct State Street Target Retirement 2045 Ret Acct State Street Target Retirement 2050 Ret Acct State Street Target Retirement 2055 Ret Acct State Street Target Retirement 2060 Ret Acct State Street Target Retirement 2065 Ret Acct	ASSET ALLOCATION FUNDS TA Vanguard LifeStrategy Income Ret Acct TA Vanguard LifeStrategy Conservative Growth Ret Acct TA Vanguard LifeStrategy Moderate Growth Ret Acct TA Vanguard LifeStrategy Growth Ret Acct
PASSIVE CORE OPTIONS	
INTERMEDIATE-TERM BOND Fidelity U.S. Bond Index Ret Acct LARGE CAP BLEND Fidelity 500 Index Ret Acct MID CAP BLEND Fidelity Mid Cap Index Ret Acct	SMALL CAP BLEND Fidelity Small Cap Index Ret Acct WORLD/FOREIGN STOCK Fidelity Total International Index Ret Acct
ACTIVE CORE OPTIONS	
CASH EQUIVALENT Transamerica Stable Value Advantage INTERMEDIATE-TERM BOND Metropolitan West Total Return Bond Ret Acct PIMCO Income Ret Acct LARGE CAP VALUE BlackRock Equity Dividend Ret Acct LARGE CAP GROWTH JPMorgan Large Cap Growth Ret Acct SMALL CAP VALUE DFA U.S. Targeted Value Portfolio Ret Acct	SMALL CAP GROWTH Janus Henderson Triton Ret Acct REAL ESTATE DFA Global Real Estate Securities Ret Acct WORLD/FOREIGN STOCK MFS International Diversification Ret Acct

By providing information about the SoloK Plan, the Newport Beach Association of REALTORS® is not endorsing, recommending, or offering this plan as financial advice. The information provided is for informational purposes only and should not be considered a substitute for personalized investment advice from a qualified financial professional. Newport Beach Association of REALTORS® has not reviewed or evaluated the suitability of the SoloK Plan for any individual member. Each member is solely responsible for conducting their own due diligence and investigation before deciding to participate in this program. This includes carefully reviewing the plan documents, understanding the fees and expenses involved, and assessing the plan's investment options based on their individual financial goals and risk tolerance.

Newport Beach Association of REALTORS® specifically disclaims any and all liability arising from the use of the SoloK Plan. Members acknowledge that their participation in the plan is their own choice and assume all risks associated with such participation.

Registered funds are available by prospectus only. Any mutual fund offered under the plan is distributed by that particular fund's associated fund family and its affiliated broker-dealer or other broker-dealers with effective selling agreements such as Transamerica Investors Securities Corporation (TISC), member FINRA, 440 Mamaroneck Avenue, Harrison, NY 10528. For more information on any registered fund, please call Transamerica Retirement Solutions at 800-755-5801 for a free summary prospectus (if available) and/or prospectus. All investments involve risk, including loss of principal, and there is no guarantee of profits. You should consider the objectives, risks, charges, and expenses of an investment carefully before investing. The summary prospectus and prospectus contain this and other information. Read them carefully before you invest. All Transamerica companies identified are affiliated.

The separate account investment choices offered are exempt from registration with the SEC; therefore, no prospectuses are filed for them. However, certain of the separate account investment choices, other than stable value investment choice(s), invest in mutual funds which are subject to SEC registration.

Target date options generally invest in a mix of stocks, bonds, cash equivalents, and potentially other asset classes, either directly or via underlying investments, and may be subject to all of the risks of these asset classes. The allocations become more conservative over time: The percentage of assets allocated to stocks will decrease while the percentage allocated to bonds will increase as the target date approaches. The higher the allocation is to stocks, the greater the risk. The principal value of the investment option is never guaranteed, including at and after the target date.

Stable value investments seek capital preservation, but they do carry potential risks. Stable value investments may be comprised of or may invest in annuity or investment contracts issued by life insurance companies, banks, and other financial institutions. Stable value investments are subject to the risk that the insurance company or other financial institution will fail to meet its commitments, and are also subject to general bond market risks, including interest rate risk and credit risk.

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TAG Resources



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info@tagresources.com



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Before adopting any plan, you should carefully consider all of the benefits, risks, and costs associated with a plan. Information regarding retirement plans is general and is not intended as legal or tax advice. Retirement plans are complex, and the federal and state laws or regulations on which they are based vary for each type of plan and are subject to change. In addition, some products, investment vehicles, and services may not be available or appropriate in all workplace retirement plans. Plan sponsors and plan administrators may wish to seek the advice of legal counsel or a tax professional to address their specific situations.

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By providing information about the SoloK Plan, the Newport Beach Association of REALTORS® is not endorsing, recommending, or offering this plan as financial advice. The information provided is for informational purposes only and should not be considered a substitute for personalized investment advice from a qualified financial professional. Newport Beach Association of REALTORS® has not reviewed or evaluated the suitability of the SoloK Plan for any individual member. Each member is solely responsible for conducting their own due diligence and investigation before deciding to participate in this program. This includes carefully reviewing the plan documents, understanding the fees and expenses involved, and assessing the plan's investment options based on their individual financial goals and risk tolerance.

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July

CALENDAR OF EVENTS

2025

Sun

Mon

Tue

Wed

Thu

Fri

Sat

1

2

3

4

4th of July
Office is
Closed

5

6

7

Real Estate
Kickstarter

8

9

Supra eKey
Training
8:00am

10

11

45 Hour License
Renewal Course
9:00am

12

13

14

Affiliates
Meeting 1:00pm

15

16

Growing Green:
Environmental
Awareness and
Your Real Estate
Practice

17

18

19

20

21

Mastering Real
Estate
Representation

22

23

Charity
Pickleball
Tournament

24

25

45 Hour License
Renewal Course
9:00am

26

27

28

CRMLS Matrix
Training: Client
Collaboration

29

30

Annual Membership
Meeting
9:00 AM
CRMLS Matrix
Training: Cloud CMA

31

Join us for committee meetings, educational offerings, and great community and charity events!

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

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