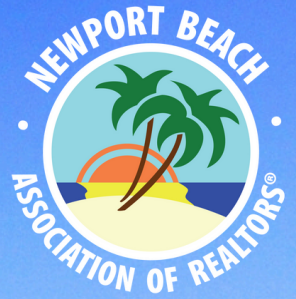


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NUMBER 9
SEPTEMBER 2025

COASTAL REALTOR®

Newsletter

Official Publication of the Newport Beach Association of REALTORS®



REALTOR

COASTAL REALTOR®

Newsletter

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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.

Editor

Kimberly Foreman, RCE
Janelle Genovese

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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



**2025 NBAOR President
John Yasko**

As we enter September and approach the final quarter of 2025, many of you—like myself—are anticipating a more favorable interest rate environment, increased consumer confidence, hopeful for a steady job market, and overall economic growth that will strengthen our real estate business this fall. While we can't predict the future, we can be prepared and ready to do more business.

One of the most important realizations I've had since joining the Board is how much goes on behind the scenes to support your business. This month is no different—five of your Board Directors and I will travel to the California Association of REALTORS® Fall Business Meetings, September 15–18. This is the final of three C.A.R. meetings we attend each year and it coincides with the C.A.R. REImagine!® Conference & Expo, one of the largest REALTOR® events in California.

If you've been looking for a way to reconnect with your Association or plug in for the first time—this is your moment. Come to a class. Bring a colleague. Join a committee. Volunteer. NBAOR is run by REALTORS®, for REALTORS®. That means we need you.

Here are several exciting opportunities to get involved in the coming weeks:

- **Tuesday, September 9 – “2 Lawyers and the RPA”** at the Newport Beach Civic Center (co-hosted with Laguna Beach Board of REALTORS®). A practical legal session with Reuben Gulledge, Esq. (Compass) and Bryan Zuetel, Esq. to help REALTORS® reduce risk and avoid lawsuits. Free for NBAOR and LBAOR members.
- **Wednesday, September 17 – REALTOR® Safety Webinar** (Virtual). In recognition of REALTOR® Safety Month, Sara Verschueren from NBPd will offer critical safety tips for client meetings and showings. Free for NBAOR members.
- **Monday, October 20 – 2025 Annual Charity Fashion Show Luncheon** at the Hyatt Regency Newport Beach. This event supports the OC Youth Sports Foundation and features REALTOR® models, lunch, a fashion boutique, and live/silent auctions. A can't-miss event! If you purchase your tickets before October 1, you take advantage of early bird pricing at \$150 per person. Register now before this event is sold out!
- **Wednesday, October 22 – “Getting to Sold in a Changed Market”** workshop at the Newport Beach Civic Center. Debbie Lewandowski (Coldwell Banker Realty) and Cindy Kramer (Guaranteed Rate Affinity) will share proven strategies to close deals in today's evolving market. Free for NBAOR members.

PRESIDENT'S MESSAGE CONTINUED

- **September 15–17 – REImagine!® Conference & Expo** at the brand-new Gaylord Pacific Resort & Convention Center in Chula Vista. This is the must-attend event of the year for California REALTORS®, featuring expert speakers, timely panels, networking, and hundreds of resources to strengthen your business. Think referrals, networking with C.A.R. members from across the state of California. FREE for all C.A.R. members. Additional cost to attend the inspirational the 2026 C.A.R. Housing Market Keynote Lunch.

Each event reflects the values our Association has upheld since 1929—professional excellence, ethical practice, community engagement, and strong member connection.

Finally, I want to thank you for your continued trust, engagement, and commitment to this Association. It's been incredibly rewarding to serve this past month as your President. I've been truly moved by the several members who reached out to me directly after last month's message to say they were inspired and hope to get more involved.

Let's kick off this last quarter of 2025 with momentum, purpose, and pride in the work we do.

With gratitude and enthusiasm,

John



SEPTEMBER
IS
REALTOR®
SAFETY MONTH



WELCOME

*New
Members*



MEMBER TRANSFERS

Shane Boukorras – from Compass to Real Brokerage Tech

Kim Cartwright - from Douglas Elliman of CA. to Compass

Marlene Castellanos – from Swell Property to Pacific Sotheby's International

Zachary Dweck - from Side to Douglas Elliman of CA.

Vanessa Moore - from Harcourts Prime Prop. to Harcourts Place

Gwen Stavros - from Douglas Elliman of CA. to Homesmart Evergreen

AFFILIATE

Gabriel Botelho- Coverage Cat

Cindy Kramer- Guaranteed Rate Affinity

REALTOR® MEMBERSHIP

Caren Atkins – Seven Eight Realty

Dana Bush - Compass

Chris Fawcett – Compass

Molly Fluter – Russell Fluter , Broker

Jessica Garcia - Compass

Jollette Hernandez – Ditolla Real Estate

Raj Kochhar – Rise Realty

Jesi Pearce – Cliff Drive Associates

Ryan Smith - Douglas Elliman of CA

Laetitia Wade - Pacific Sotheby's International

DESIGNATED REALTOR® MEMBERSHIP

Greg Babakhanian -Harcourts Place

Travis Breton -Rise Realty

Jon Martino

CLERIAL USERS

Eden Shetrit- Coldwell Banker Realty

Milestone Anniversaries

30 Years!

Mike Tashman

20 Years!

Tori Rimlinger • John Schultz •

Neil Harrington

10 Years!

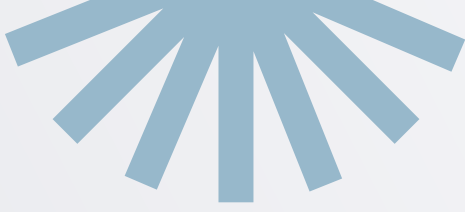
Paris Rebeil • Darwin Pearson

5 Years!

Michele Fishbough • Jaqueline Soto • Andrew Moore • Gregory Cline • Greg Blake • Joann Brown

1 Year!

Marcia Spelta



YPN BEACH CLEAN-UP

NBAOR's Young Professionals Network (YPN) hosted a Beach Clean-Up at Newport Pier, bringing REALTORS® and affiliates together for an afternoon of community service. Volunteers collected trash and debris along the shoreline, helping preserve the beauty of the coast while strengthening connections with one another. The event wrapped up with a mixer, giving participants the chance to celebrate their efforts and enjoy time together outside of the office.



2 LAWYERS AND THE RPA

A PRACTICAL DISCUSSION FOR AVOIDING LAWSUITS



REUBEN GULLEDGE, ESQ.
MANAGER, COMPASS



BRYAN ZUETEL, ESQ.
ZUETEL LAW GROUP



TUESDAY
SEPTEMBER 9TH



NEWPORT BEACH CIVIC CENTER
100 CIVIC CENTER DR,
NEWPORT BEACH, CA 92660

(949) 722-2300



TIME
1:00PM

NBAOR & LBOR REALTORS® - FREE
NON-MEMBERS - \$25.00

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Home Warranty



First American
Natural Hazard Disclosures

REALTOR® SAFETY WEBINAR

*with Sara Verschueren,
NBPD Crime Prevention Specialist*

September is REALTOR® Safety Month. REALTORS® face risks every day, so staying alert and protecting yourself is vital. This webinar will share safety tips for showings and client meetings, plus resources you can use.

***Wednesday
September 17th
at 9:00am***

NBAOR MEMBERS- FREE
NON MEMBERS - \$25



REGISTER BY CALLING (949) 722-2300

GETTING TO SOLD IN A CHANGED MARKET



Learn proven strategies and innovative techniques to successfully navigate today's evolving market conditions and close more deals with confidence.



Debbie Lewandowski
Coldwell Banker Realty



Cindy Kramer
Guaranteed Rate Affinity



October 22, 2025



9:30 AM – 12:00 PM



**100 Civic Center Dr,
Newport Beach, CA 92660**

REGISTER NOW
CALL (949) 722-2300



ORANGE COUNTY YOUTH SPORTS FOUNDATION

SUPPORTING ORANGE COUNTY YOUTH SINCE 1971

Join us on Monday, October 20 at the Hyatt Regency Newport Beach for our Annual Charity Fashion Show Luncheon. Enjoy an afternoon of fashion, networking, and a lively silent auction while supporting the Orange County Youth Sports Foundation. OCYSF provides funding to youth with physical or mental disabilities, or financial hardships, giving them the chance to participate in sports activities they otherwise would not be able to attend. Invite your colleagues, purchase your tickets, and get ready to bid on exciting auction items while making a difference in our community.



2025 ANNUAL CHARITY FASHION SHOW LUNCHEON

MONDAY, OCTOBER 20, 2025

HYATT REGENCY NEWPORT BEACH
1107 Jamboree Road, Newport Beach, CA 92660

11:00 AM Registration/Silent Auction | 12:00 PM Luncheon/Fashion Show

Live and Silent Auctions & Fashion Boutique

Early Bird Rate -Before 10/1/2025: \$150 Per Person

General Rate - 10/2/2025: \$175 Per Person

Proceeds to Benefit: Federal Tax ID #07-471251



OCYSF provides funding to youth who have physical/mental disabilities or financial hardships, to participate in sports activities they otherwise would not be able to attend.

.....
PLEASE REGISTER ME FOR THE 2025 CHARITY FASHION SHOW LUNCHEON

NAME(S): _____

COMPANY: _____ PHONE: _____

RESERVATIONS BY PAYMENT - \$150/\$175 PER PERSON - TABLES OF 10 AVAILABLE
REGISTRATION REQUIRED AS SPACE IS LIMITED. SORRY NO REFUNDS

PLEASE CHARGE MY CREDIT CARD: \$ _____ FOR _____ TICKETS

VISA / MC (ONLY) #: _____ EXP DATE: _____ CVC: _____

OR ENCLOSED IS MY CHECK IN THE AMOUNT OF: _____ FOR _____ TICKETS
(PLEASE MAKE CHECKS PAYABLE TO "NBAOR")

SORRY NO REFUNDS

Mail to: Newport Beach Association of REALTORS
401 Old Newport Blvd., Ste.100, Newport Beach, CA 92663
Phone: (949) 722-2300



2025 ANNUAL CHARITY FASHION SHOW LUNCHEON

SILENT AUCTION

MONDAY, OCTOBER 20, 2025

HYATT REGENCY NEWPORT BEACH

1107 Jamboree Road, Newport Beach, CA 92660

11:00 AM Registration/Silent Auction

12:00 PM Fashion Show Begins

Benefitting



ORANGE COUNTY
YOUTH SPORTS
FOUNDATION

Federal Tax ID #07-471251

OCYSF provides funding to youth who have physical/mental disabilities or financial hardships, to participate in sports activities they otherwise would not be able to attend.

.....

* _____ YES, I wish to donate a Silent Auction item for the 2025 Annual Charity Fashion Show Luncheon to be held on Monday, October 20, 2025. *I understand that my donation must be received at the Association Office no later than September 12, 2025 in order to be recognized in the program.*

I plan to give the following:

Item Description: _____

Value:\$ _____

Please recognize my company as: _____

Name: _____ Phone: _____

Address: _____

Email Address: _____

**All donations must be received no later than September 12, 2025
in order to be recognized in the program.**

Newport Beach Association of REALTORS®

401 Old Newport Blvd., Suite 100, Newport Beach, CA 92663

(949) 722-2300



2025 ANNUAL CHARITY FASHION SHOW LUNCHEON

MONDAY, OCTOBER 20, 2025

HYATT REGENCY NEWPORT BEACH

1107 Jamboree Road, Newport Beach, CA 92660

11:00 AM Registration/Silent Auction | 12:00 PM Luncheon/Fashion Show

Live and Silent Auctions & Fashion Boutique

Proceeds to Benefit: Federal Tax ID #07-471251



ORANGE COUNTY
YOUTH SPORTS
FOUNDATION

SPONSORSHIP OPPORTUNITIES:

BRONZE: Includes (2) Tickets & Business Card Program Ad
Price: \$750.00 (Member Pricing) \$1,000.00 (Non-Member Pricing)

SILVER: Includes (3) Tickets & 1/2 Page Program Ad
Price: \$1,000.00 (Member Pricing) \$1,200.00 (Non-Member Pricing)

GOLD: Includes (4) Tickets & (1) Full Page Program Ad
Price: \$1,500.00 (Member Pricing) \$1,750.00 (Non-Member Pricing)

PLATINUM: Includes (10) Tickets & Full Page Program Ad, Special Announcements
During the Fashion Show, Special Noting on Invitation/Emails &
Press Releases (Ad Size: 7.5" h x 4.5" w)
Price: \$2,500.00 (Member Pricing) \$2,750.00 (Non-Member Pricing)

Sponsorships must be received by Friday September 19th for program publication

**I WOULD LIKE TO SPONSOR THE NEWPORT BEACH ASSOCIATION OF REALTORS®
LUNCHEON BENEFITTING OCYSF.**

NAME(S): _____

COMPANY: _____ PHONE: _____

PLEASE CHARGE MY CREDIT CARD: \$_____ FOR _____ SPONSORSHIP LEVEL

VISA / MC (ONLY) #: _____ EXP DATE: _____ CVC: _____

OR ENCLOSED IS MY CHECK IN THE AMOUNT OF: _____ FOR _____ SPONSORSHIP LEVEL

SORRY NO REFUNDS

(PLEASE MAKE CHECKS PAYABLE TO "NBAOR")

Mail to: Newport Beach Association of REALTORS

401 Old Newport Blvd., Ste.100, Newport Beach, CA 92663

Phone: (949) 722-2300



Find an Agent on Realtor.com

Realtor.com is introducing a new agent search experience on September 3, 2025. This new search experience provides more opportunities for REALTORS® to market themselves and connect with potential clients. Profiles will be prioritized based on relevancy and robustness, giving members who invest in their profiles even more opportunity to stand out. NAR members can also choose paid enhancements for even greater visibility.

NAR collaborated with Realtor.com to ensure this update protects REALTOR® interests and business advantages. Our top priority was to reinforce the REALTOR® difference, ensuring members are clearly highlighted, differentiated, and prioritized above non-members.

Non-member profiles have long been accessible through listings and organic searches. The new directory brings all profiles into one consumer-friendly experience, while ensuring REALTORS® receive preferential placement and are clearly identified with the REALTOR® brand. The rollout will begin with a soft launch on August 27, reaching full deployment by September 3.

The new experience still allows consumers to filter results to view only REALTOR® profiles, making it easy to connect exclusively with NAR members. This update will replace the stand-alone Find-a-REALTOR® search.

Consumer inquiries will continue to be delivered directly to NAR members, free of charge, when the 'Connect' button is used.

For more information or questions about this new experience, NAR members can contact customercare@realtor.com or 800-878-4166.



AFFILIATE OF THE MONTH

HOPE CARR



ABOUT ME

I am a devoted wife, proud mother of two wonderful sons, and blessed grandmother to two beautiful granddaughters. Family is the heart of everything I do.

In my early years, working as a single mom was both tough and, at times, scary—but it was also a season that shaped me. Through the grace of God, the strength of my faith, and the love of family and friends, I found the resilience to keep moving forward. Those experiences taught me gratitude, perseverance, and the importance of surrounding yourself with people who lift you up.

I am truly thankful for my career and the many clients I have had the privilege to serve—most of whom I now call friends. I couldn't have made it this far without your trust and support. Every relationship built along the way has been a blessing, and I look forward to continuing this journey with gratitude and joy.

949-400-7642 | Hcarr@ortc.com

NEWPORT BEACH ASSOCIATION OF REALTORS® AFFILIATE ROSTER

Support those
who support
you!

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@MARINERESCROW.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
COVERAGE CAT	GABRIEL BOTELHO	SUPPORT@COVERAGECAT.COM	

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
GUARANTEED RATE AFFINITY	CINDY KRAMER	CKRAMER@GRARATE.COM	949-291-3663

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
OLD REPUBLIC TITLE	HOPE CARR	HCARR@ORTC.COM	949-400-7642
WFG TITLE	ROBERT TOFFEL	ROBERT.TOFFEL@YAHOO.COM	949-702-3027

YOUR MEMBERSHIP TRIFECTA

THE

THREE-WAY

AGREEMENT

The value of partnership at every level.

LOCAL
Making
Connections

Frontline resource for support, guidance and local market expertise tailored to your business

Access to Multiple Listing Service

Local networking and educational opportunities

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
Expanding
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



The right to use the REALTOR® brand



Shared Code of Ethics



Amplified influence and political impact



Unmatched benefits at every level



Access to NAR insurance for associations, affiliates and MLSs

TAP INTO YOUR POWER
[@nar.realtor](https://www.nar.realtor)



REALTORS® are members of the National Association of REALTORS®



ALLEVIATING ANGER PANGS: HOW TO CALM BUYERS AND SELLERS WHEN EMOTIONS RISE

By Michael Catarevas

You're showing a home to a married couple serious about buying. It's all perfectly pleasant as you go room to room, when out of nowhere their voices rise slightly and they begin arguing. Nothing overly dramatic, but the vibe has taken a turn for the worse. Are you ready for what may happen if things escalate? More importantly, will you know how to act if they suddenly pull you into the squabble?

Agents understand that playing amateur psychologist is often a skill needed during the sometimes stressful journey people travel when making what is usually the biggest financial commitment of their lives. Most often it's simply about calming anxious buyers who've never been in that position before and are in need of comforting words, encouragement and being told they're making a wise and prudent decision. But when anger and egos arise, which can often be the case with divorced or divorcing sellers, the loss of the sale (and your commission) could result.

Often things can get dicey. Some couples may disagree quietly, while others let the steam show. It can make agents uncomfortable, of course. The trick is to move things forward as best they can.

Jeffrey Decatur, a broker associate with REMAX Capital in upstate New York, has had to sometimes work with over-the-top, emotional buyers.

"I have had several full-on arguments break out between clients," he notes. "It is extremely uncomfortable for me, and sometimes dangerous. In these situations, I politely excuse myself. I say something like, 'It sounds like there is a bigger discussion that needs to be had by you two.'"

Grace Stampf, with REMAX Heritage Properties in Flanders, New Jersey, says she "definitely wouldn't get involved in their argument. Instead, I gently steer the conversation toward something neutral—like chatting about the house they're considering. Keeping the mood positive helps ease tension."

Pam Rosser Thistle, with Berkshire Hathaway HomeServices Fox & Roach, REALTORS® in Philadelphia, steps aside as well.

Reprinted with permission of RISMedia



“I let them discuss or fight,” she says. “I understand that buying and selling can be stressful, as are personal scenarios. So I empathize. I’ve lived nine lives in all kinds of strange situations, so my saying I understand is more than just words. I do understand most of the time.”

Greg Rezac, with REMAX Excalibur in Scottsdale, Arizona, also stresses the importance for the agent to stay composed and to gently redirect the negative vibes.

“Don’t involve yourself in the disagreement,” he says. “Maintain a calm demeanor and give them some space if needed (both literally and figuratively). Redirect if possible, saying something like, ‘That’s totally understandable—there’s a lot to think about. Should we go take a quick look at the backyard while you talk through it?’

“If the tension is rising too much, offer a break, such as ‘Would you like a moment to chat privately before we move on?’ Try to downplay the disagreement to ease the tension if that seems appropriate. You need to read the situation correctly.”

“Stay calm, composed and centered, especially when tensions run high,” adds Stampf. “Listen to both of their concerns and needs.”

When sellers are divorcing or divorced

It’s one thing when happily married people spar, but totally another when a divorced or divorcing couple selling a house go at it. An agent caught in the middle of nastiness often having nothing to do with the matter at hand must use all their powers to keep things on track and get to closing. Neutrality is an absolute must.

“The most important thing when a divorce situation arises is to approach it with tremendous sensitivity and empathy to what’s going on,” says Alexander Chingas at Coldwell Banker Realty in Westport, Connecticut. “Most times you’re helping people sell a house for happy reasons. They’ve been planning or looking forward to relocating somewhere, or it’s time to trade up or trade down as part of accomplishing a broader set of goals.”

Chingas admits that selling a house for people divorcing takes a lot more work on his end, mostly because of the extra time he needs to spend going over everything twice, once with each side, but it’s all part of the business.



“Very often the homeowners are not communicating with one another and don’t want to be together when meetings take place,” he says. “And yet, they want to be involved and heard throughout the process. So as the agent, you have to be willing to have two sets of meetings. Being accommodating and giving them the whole of your time can go a long way toward keeping things productive and respectful.

“You never know what you’re getting into, so you have to just listen, read the room and figure out how you can best serve their needs at one of the most sensitive times people could be selling a property.”

Decatur tells both parties that he will email both attorneys a bullet-point update as to where they left things.

“Usually the more difficult party doesn’t want that,” he says. “I tell them that I am just trying to do my job and am obligated to do so, and am there to help you equally and fairly out of a situation they no longer want to be in.

“I remind them that the faster they wrap things up, the more money they save. I keep my boundaries, and have let some real difficult ones go. Eventually, they will figure out that the more difficult they are and the more it is documented, that the judge will see a pattern, and sometimes get a difficult party in line. If you’re dealing with a couple splitting up, it is best to deal with everyone via email or Zoom. Show no favoritism, and keep it all business.”

Chingas says it’s normal for emotions to be in play with couples selling a home who are no longer cohabitating. He estimates that about 15% of the sellers he represents are divorcing. “In real estate, you’re dealing with the roofs over people’s heads and their money,” he says. “And nothing is more emotionally charged for them than a transaction where those two things overlap.

“A good agent is always wearing many hats, and one of them can be a form of family therapist. You have to be available, let people vent, and help them see the vision of what the future is going to look like once they get to the other side of the transaction. That everything is going to be okay.”

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Real Estate Agent Safety Tips*



Vet new clients



Meet in well-lit, public places



Take steps to secure and protect your listings



Avoid working alone



Stay alert and aware of your surroundings



Create code words with your team



Share your location with someone you trust

*Source: NAR

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Monthly Market Report

Orange County

July 2025

Existing
SFR Home
Sales

1,127

% Change
from Last Year **-1.3%**

Existing SFR
Median Price

\$1.40M

% Change
from Last Year
+1.0%

Active Listings

2,749

% Change from
Last Year **+36.6%**

Market
Competition

Median Days
on Market **28**

Sales-to-List
Price % **99.2%**

% of Active
Listings with
Reduced Prices **38.5%**



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Monthly Market Report

Newport Beach, California

July 2025

Existing
SFR Home
Sales

48

% Change
from Last Year **-25.0%**

Existing SFR
Median Price

\$5.31M

% Change
from Last Year
+25.7%

Active Listings

281

% Change from
Last Year **+15.2%**

Market
Competition

Median Days
on Market **28**

Sales-to-List
Price % **96.8%**

% of Active
Listings with
Reduced Prices **37.0%**



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Monthly Market Report

Costa Mesa, California

July 2025

Existing SFR
Home Sales

41

% Change
from Last Year **+5.1%**

Existing SFR
Median Price

\$1.67M

% Change
from Last Year
+10.6%

Active Listings

72

% Change from
Last Year **+18.0%**

Market
Competition

Median Days
on Market **23**

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

% of Active
Listings with
Reduced Prices **38.9%**



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CITY COUNCIL APPOINTS SEIMONE JURJIS AS NEWPORT BEACH'S NEXT CITY MANAGER

The Newport Beach City Council has unanimously appointed Seimone Jurjis as the next city manager, effective December 27, 2025. The City Council announced the decision at its July 22 meeting.

Jurjis will succeed Grace Leung, who recently announced her retirement after a 30-year career in local government, including seven years as Newport Beach's top executive.

Jurjis, has served as assistant city manager since 2023, brings more than three decades of combined public- and private-sector leadership experience to his new role. Since joining the City of Newport Beach in 2011, he has held several key positions, including chief building official and community development director. As assistant city manager he supports executive oversight of citywide operations, department coordination and strategic planning.

"Seimone is a proven leader with deep institutional knowledge, a results-driven mindset, and a clear commitment to public service," Newport Beach Mayor Joe Stapleton said. "His background in city operations and planning uniquely positions him for success as Newport Beach's next city manager."

Jurjis has led Newport Beach's community development department since 2017, overseeing a staff of 60 who manage and perform the City's planning, building, real estate, and code enforcement operations. Under his leadership, the department implemented numerous innovations, including a streamlined development review process, expanded online permit services, completion of the housing element update, and a revamped accessory dwelling unit (ADU) program to improve housing opportunities.

"I am honored and grateful for the opportunity to serve this exceptional community as city manager," Jurjis said. "I look forward to continuing the work of maintaining Newport Beach's high standards of service, strengthening community partnerships, and planning for a prosperous future."

Before joining Newport Beach, Jurjis served as president and chief operating officer of a real estate development firm, where he gained extensive experience in land acquisition, finance, and project management. His previous government roles include director of planning and building safety, city engineer, and building official for the City of El Segundo.

Jurjis holds a Bachelor of Science degree in Civil Engineering and is a licensed professional engineer, certified building official and real estate broker. He is also a licensed pilot.

Jurjis lives in Orange County with his wife and their two young adult children, both of whom attend universities.



EXPERIENCED CITY PLANNER NAMED AS NEW PLANNING AND SUSTAINABLE DEVELOPMENT MANAGER

Economic and Development Services Director Carrie Tai announced that she has appointed Martina Caron as the Department's new Planning and Sustainable Development Manager.

Caron will lead the current planning section of the Planning Division, to further the City's efforts in facilitating housing developments, supporting new and existing business endeavors, and assisting in improving customer service functions.

"The Department is thrilled that Martina has brought her experience and talent to the City of Costa Mesa, which will benefit the level of customer service we deliver to the residents and development community," Director Tai said.

Caron has nearly 18 years of experience in the planning and community development field and joins Costa Mesa from the City of Laguna Beach, where she most recently served as Principal Planner. A Laguna Beach native, she had been with the City since 2007 and brings a strong background in entitlement processing, environmental review, and community engagement.

"I'm honored to join the City of Costa Mesa as the Planning and Sustainable Development Manager. This is an exciting opportunity to support thoughtful growth, enhance community engagement, and help shape a vibrant future for the city. I look forward to working alongside a talented team to advance the City's planning goals and serve the Costa Mesa community."

Caron holds a Bachelor's degree in City and Regional Planning from Cal Poly San Luis Obispo and a Master's degree in Public Administration from Cal State Fullerton. She also maintains certification with the American Institute of Certified Planners (AICP).



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- 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.



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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

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September

CALENDAR OF EVENTS

2025

Sun

Mon

Tue

Wed

Thu

Fri

Sat

1

Labor Day
Office Closed

2

3

Growing Green:
Environmental
Awareness and
Your Real Estate
Practice

4

5

45 Hour License
Renewal Course
9:00am

6

7

8

Affiliates
Meeting 1:00pm

9

2 Lawyers
and the RPA
1:00PM

10

Supra eKey
Training
8:00am

11

12

13

14

15

Real Estate
Kickstarter

16

17

REALTOR
Safety
Webinar
9:00AM

18

19

45 Hour License
Renewal Course
9:00am

20

21

22

Mastering Real
Estate
Representation

23

24

CRMLS Matrix
Training: Cloud
CMA

25

26

27

28

29

CRMLS Matrix
Training: Cloud
CMA

30

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