

CAR Director Report Ed Ugarte

Reimagine Expo Committee Report

No Action Items to report on:

All realtors are encouraged to attend the Reimagine! Conference & Expo in Anaheim California on September 19-22. The expo committee is bringing back pre-expo Tech Tuesdays which will provide a variety of guest speakers covering all areas of your real estate business. I have attended this in the past and the speakers have provided valuable information. The committee is encouraging the local associations to consider getting sponsorships for buses to bring realtors to the expo. I will provide an update after our spring meetings.

NAR Directors Forum

No Action items to report on.

NAR is promoting sustainability and encourages all realtors to get more information at [NAR.REALTOR/SUSTAINABILITY](https://www.nar.realtor/sustainability).

NAR provides strategies for sustainability that benefit members, associations, and communities. The REALTOR® Sustainability program conducts outreach to members, trade associations, and agencies to raise awareness and engagement in NAR sustainability efforts. The program also introduces corporate social responsibility and triple bottom line concepts into NAR's decision-making practices, allowing NAR to educate and support sustainability efforts in real estate using our 10-year Sustainability and Resilience Plan's pillars in environmental, social, governance, and resilience contexts.

Defining Sustainability and Resiliency at NAR

To support meaningful action around sustainability in the real estate sector, NAR adheres to the following definitions of sustainability and resilience:

SUSTAINABILITY: Meeting the needs of the present without compromising the ability of future generations to meet their own needs.

RESILIENCE: The capacities to prepare for disruptions, recover from shocks and stresses, and adapt and grow from a disruptive experience.

Huge win by NAR - The Department of Justice lawsuit with NAR regarding MLS policies and clear cooperation with third parties has been overturned by the courts.

Because of all of the wildfires NAR has pledged to plant 1.575 million trees in the national forest and California has already received 85,000 saplings.

HOMEOWNERSHIP HOUSING COMMITTEE
KRISTINA HEISLER

MISSION STATEMENT The Home Ownership Housing Committee is a Policy Committee. Its mission is to implement C.A.R. policy on home ownership issues in the legislative and regulatory arenas. It has original jurisdiction over the following issue areas: Housing Policy, Manufactured Housing And Common Interest Developments.

CAR Sponsored Legislation:

1. (Holden) Deed Restricted Units: Homeowner Protection - It has long been assumed that units offered for sale as the result of local inclusionary zoning policies and the state's density bonus law would go to owner occupants if those units were intended for owner occupancy upon subdivision map approval. However, developers can petition local government to change the designation after construction from ownership to rental ownership, which reduces opportunities for owner occupancy and increases investor holdings. C.A.R. is sponsoring this Agenda 2 measure to prohibit developers of density bonus or inclusionary zoned units, that were constructed with an affordability covenant or restriction intended for owner-occupancy, to prove that there are no qualified buyers seeking to purchase the unit for owner-occupancy before they may petition the local government to change the units designation to rental whereby an investor purchase offers may be considered and accepted by the developer.

PROTECT BUILDERS FROM CHANGING OWNER OCCUPIED UNITS TO RENTALS

2. POSTPONED: SB 2 (Atkins, Statutes of 2017) Funds for Homeownership Housing Programs - C.A.R. supported SB 2, authored by Senate Pro Tem Toni Atkins, which requires at least 20% of the funds generated by Building Homes and Jobs Act be committed to affordable owner-occupied workforce housing. While the measure earmarked 20% of its funds to affordable owner-occupied workforce housing programs the measure left implementation of the earmarking up to the Department of Housing and Community Development (DHCD) which has opted to delegate responsibility to local governments to facilitate affordable owner-occupied workforce opportunities. C.A.R. adopted policy during the Fall 2022 Board Meetings to co-sponsor legislation to: 1) allocate 20% of the resources generated by SB 2 (Atkins, Statutes of 2017) that was set aside to facilitate homeownership opportunities (up to 150% AMI) to instead fund the California Dream for All program, which is administered by CalFHA, and 2) modify the existing small jurisdiction grant program intended for the construction of affordable housing, available to families making no more than 80% AMI, to a more effective larger more competitive grant program reserved for small jurisdictions.

20% OF FUNDS FROM BUILDING HOMES AND JOBS ACT NEED TO GO TO AFFORDABLE HOUSING IS NOW ON HOLD AND THE CO-SPONSORSHIP HAS BEEN DROPPED.

Housing Policy:

1. Budget Surplus in 2022 to a Budget Deficit in 2023 - On Tuesday, January 10th, the Governor unveiled the 2023 state budget proposal which addresses an estimated budget gap of \$22.5 billion for the 2023-2024 fiscal year. More than most states, California is highly dependent on state income taxes which can fluctuate, depending on the status of the state's major industries, The deficit is, not surprisingly, attributed to declines in both withholding and capital gains taxes. **Although the state has \$35.6 billion in budgetary reserves, the**

shortfall has led to some major cuts across the board. The Budget includes \$350 million in General Fund reductions related to housing programs that were included as part of the 2022 Budget Act. These reductions will be restored if there is sufficient revenue in 2024. Position: Amend Status:

Pending: May Revise and Legislature Review

2. SB 4 (Wiener) Planning and Zoning: By-Right – SB 4 is similar to a bill carried by the same author in 2022, SB 1336, which sought to allow by-right development on sites owned by religious institutions and higher education institutions. C.A.R. has specific concerns regarding the scope of the measure and how it implemented as opposed to the general concept of allowing religious institutions and non-profit educational institutions develop housing on underutilized land.

Position: **Oppose** Unless Amended

Status: Pending Committee Assignment

CAR WANTS THESE INSTITUTIONS TO STICK TO THEIR ZONING AREAS AND NOT TAKE UP SFD AREAS

3. SB 20 (Rubio) Joint Powers Agreements: Regional Housing Trusts – SB 20 seeks to allow for 2 or more cities to enter into a joint powers agreement to establish a regional housing trust to fund homeless housing and deed restricted rental housing opportunities for persons and families of extremely low, very low, and low income. The bill would authorize the Trust to fund the planning and construction of housing, receive public and private financing and funds, and authorize the issuance of bonds. C.A.R. will oppose SB 20 until it is amended to restrict JPAs from purchasing parcels with existing single-family 1-4 residences. JPAs should be required to construct new housing supply and NOT convert existing housing stock to deed restricted Agenda 3 corporate ownership.

Position: **Oppose** Unless Amended

Status: Pending Committee Assignment

CORPORATIONS DON'T BENEFIT AND THIS BILL TAKES AWAY HOMEOWNERSHIP OPPORTUNITIES

4. SB 83 (Wiener) Public Utilities: Post-Entitlement Phase Permit Applications: New Construction - Currently introduced as a “spot” bill, SB 83 **seeks to enact legislation that would allow the public the opportunity to comment on post entitlement phase permit applications with the intent of expediting the development of new construction by mitigating local agency delays once a project has been approved.** C.A.R. will continue to monitor this legislation and adopt its position on the bill once a revised version is available.

Position: Monitor

Status: Pending Committee Assignment

A SPOT BILL IS NOT QUITE A BILL AND CAR WILL REVIEW ONCE REVISED

5. AB 11 (Jackson) Affordable California Commission – This bill seeks to establish the Affordable California Commission for the purposes of studying the causes and effects of the rising cost of living in California and developing solutions toward making California a more affordable place to live. This commission will be comprised of 9 members, **C.A.R. is seeking an amendment which will ensure that a REALTOR® is among the 9 commissioners**

appointed. Appointing a REALTOR® to the commission will serve to ensure that the study can incorporate an **accurate view of California’s housing landscape** and the challenges new and existing homeowners face as it relates to housing costs in the state.

Position: **Support if Amended**

Status: Pending Committee Assignment

MANUFACTURED HOUSING AB 22 (Gipson) Mobilehomes – Currently introduced as a “**spot**” bill, AB 22 seeks to enact legislation that would allow for mobilehome owners to build generational wealth by affording them similar benefits as those who own real property. The bill is seeking to allow those with mobilehomes parked within a mobilehome park the ability to build home equity on the parcel the mobilehome is located. C.A.R. will continue to monitor this legislation as more concrete language is revised into the bill that will provide more clarity for C.A.R.’s position.

Position: Monitor

Status: Pending Committee Assignment

SPOT BILL THAT WOULD APPRECIATE THE VALUE OF A MOBILEHOME NOT DEPRECIATE. CAR NEEDS FURTHER CLARIFICATION

Common Interest Development

1. CID Master Policies in High Fire Areas: California Community Association Mangers (CACM) Working Group Update – C.A.R. requested that CACM investigate master policy increases and denials to help us gather a better understanding of the insurance policy risks that may impact real estate transactions for units located within communities of attached and detached units located with homeowner’s associations (HOAs).

HOA’S RATES HAVE INCREASED DUE TO FIRE HAZARDS, POLICIES ARE HIGHER EVEN WHEN NO CLAIMS HAVE BEEN FILED AND INSUREDS ARE LEAVING THE MARKET

COMING SOON/HOT TOPICS:

**ADU’S: LOT SPLITS AND BEING CONVEYED SEPARATELY: UNREPAIRABLE TITLE ISSUES, EASEMENT ISSUES AND NO SEPARATE UTILITIES.
BAN ON LOCAL GOVERNMENTS REQUIRING OWNER OCCUPIED OF ADU.**

PROFESSIONAL DEVELOPMENT AND EDUCATION FORUM
KRISTINA HEISLER

MISSION STATEMENT

Provide a forum to identify the professional development needs, trends and issues of REALTOR® Members. Communicate information between C.A.R. Education and Members, as appropriate, to improve industry professionalism through education.

NO ACTION ITEMS BUT HOT HOT TOPICS!

YOUR VALUE!

Educating your clients on your value and how they need YOU to be their advocate, educator, and trusted advisor. KNOW YOUR VALUE!

Act, dress and Be a Professional

Confidence without arrogance.

Be familiar with your Product...Real Estate!

YOU believing in YOU!

Buyer Broker Agreement:

RPA 3 G (3) paragraph 18:

If checked: Seller agrees to pay the obligation of Buyer to compensate Buyer's Broker under a separate agreement (CAR Form SPBB attached). Seller's Broker's offer, if any, to compensate Buyer's Broker is unaffected unless otherwise agreed.

Paragraph 18 reads:

Brokers and Agents

- A. Compensation: Seller or Buyer, or both, as applicable, agree to pay compensation to Broker as specified in a separate written agreement between Broker and that Seller or Buyer. Compensation is payable upon Close of Escrow, or if escrow does not close, as otherwise specified in the agreement between Broker and that Seller or Buyer. If Seller agrees to pay Buyer's Broker (see paragraph 3G(3), Seller shall be entitled to a copy of the written portion of the compensation agreement between Buyer and Buyer's Broker identifying the compensation to be paid. See CAR form SPBB for further instructions.

SPBB(Seller Payment to Buyer Broker and form BRBC(Buyer Representation and Broker Compensation).

These are newly added forms to CAR and 3G(3) is also new.

Speak with your Broker about how they want you to proceed. Do not mark 3G(3) if you do not have that formed signed and/or the BRBC. Most agents are undervaluing themselves and not having the BRBC signed because it is a hard conversation to have with your buyers. If you go to court and the other agent has these forms signed, you will lose. We will be having a CAR representative, Dave Tanner, come to LAR in March for a LNL on this subject.

Investment Housing Report

Mission Statement: The Investment Housing Committee is a Policy Committee. Its mission is to develop CAR's housing policy in the rental segment of California's housing opportunities. It has original jurisdiction to evaluate housing legislation and regulation in the following issues areas: Multifamily and Property Management

Sheri Aguilar 209-679-2042

Indian Wells Winter Business Meetings Feb 2023

- It was reported to the committee that over 800 bills have been submitted so far this year to the California legislature. Typically, over 3,000 bills are introduced each year. Staff at CAR anticipates 2,200 or so bills to be introduced during the final 10 days deadline for bills to be introduced (February 17th).
- **Proposed Statewide Ballot Initiative to Repeal Costa-Hawkins Rental Housing Act** - In 1995, C.A.R. successfully sponsored with others AB 1164, also known as the Costa-Hawkins Rental Housing Act (Costa-Hawkins), which creates limits on local rent control ordinances by requiring vacancy de-control/re-control and exempting single-family property and new construction from local rent control. Specifically, under Costa-Hawkins, all single-family homes are exempt from local rent control ordinances regardless of ownership method (LLCs, corporations, and units in trust are exempt). Also, for a new tenancy, a housing provider may establish the initial rental rate in any amount they choose. Lastly, local rent control ordinances cannot apply to new construction issued a certificate of occupancy after 1995 or earlier in "legacy" rent control cities (e.g., 1979 in San Francisco). This proposed initiative, which is similar to the two most recent failed attempts to change Costa-Hawkins by initiative, is backed by the AIDS Healthcare Foundation. Specifically, it repeals Costa-Hawkins and instead adds the "Justice for Renters Act" to state law, which reads as follows: "The state may not limit the right of any city, county, or city and county to maintain, enact or expand residential rent control." The proponents of the proposed initiative have submitted a request for a circulating title and summary to the Office of the Attorney General, which is only the first step in the state's extensive initiative process to place an initiative on the 2024 statewide general election ballot 21 months from now. C.A.R. has the option of taking a position on the proposed initiative, either when it obtains 25% of the signatures necessary to qualify for the 2024 statewide general election ballot or when it fully qualifies to appear on that ballot.
- **AB 12 (Haney) Reduced Cap on Security Deposits** - Current law allows rental property owners to require a security deposit for a residential rental unit in an amount equal to or less than 2 months' rent (unfurnished) or 3 months' rent (furnished), except in the case of tenants who are military personnel (1 month's rent for unfurnished and 2 months' rent for furnished). AB 12 prohibits rental property owners from requiring a security deposit from any tenant in an amount greater than 1 month's rent. C.A.R. opposes AB 12, which limits a rental property owner's ability to protect themselves from wanton property damage.
Position: Oppose Status: Pending Committee Assignment

Legislative Committee Report

MISSION STATEMENT: The mission of the committee is to monitor and supervise the state implementation of C.A.R. public policy in legislation and regulation, and to evaluate policy recommendations that arise in C.A.R.'s seven public policy committees: Transaction and Regulatory, Taxation and Government Finance, Local Government Policy, Environmental Sustainability, Investment Housing, Fair Housing Policy, and Home Ownership Housing. The Legislative Committee reports to the Executive Committee and the Board of Directors.

Sheri Aguilar 209-679-2042

Indian Wells Winter Business Meetings Feb 2023

Status of 2023 CAR sponsored Legislation

AB 225 (Grayson) Environmental Hazard Booklet Update – Since the early 2000's C.A.R. has been an active participant in how to address challenges presented by climate change which have led to heat waves, wildfires, floods, persistent droughts, and sea level rise. Sustainability and resilience are vital to combating these threats. Risks associated with wildfires, climate change (*EPA study reports 3 degrees in the last 100 years*) and sea level rise (*5-8" on average since 1990 according to sealevel.nasa.gov*) have increased over the last decade to the point where these risks pose a general hazard to most California property owners. In 2023, C.A.R. is sponsoring legislation to update the state's Residential Environmental Hazard Booklet to add three new chapters related to wildfires, climate change and sea level rise to the booklet to provide consumers with valuable information regarding these risks. Status: Assembly Rules Committee

AB XXX (Holden) Deed Restricted Units: Homeowner Protection – It has long been assumed that units offered for sale as the result of local inclusionary zoning policies and the state's density bonus law would go to owner occupants IF those units were intended for owner occupancy upon subdivision map approval. However, developers can petition local government to change the designation after construction from ownership to rental ownership, which reduces opportunities for owner occupancy and increases investor holdings. In 2023 C.A.R. is sponsoring this measure to prohibit developers of density bonus or inclusionary zoned units, that were constructed with an affordability covenant or restriction intended for owner-occupancy, to prove that there are NO qualified buyers seeking to purchase the unit for owner-occupancy before they may petition the local government to change the units designation to rental whereby an investor purchase offers may be considered and accepted by the developer. Status: Not yet introduced

Action Items

It was approved that CAR "Support" AB 62 (Mathis) which would establish a statewide goal to increase above and below ground water storage capacity in California by a total of 3,700,000 acre feet by the year 2030 and a total of 4,000,000 acre feet by the year 2040.

It was approved that CAR "Sponsor" legislation to facilitate greater access to educational resources on revocable living trusts for low and moderate income homeowners.

It was approved that CAR adopt a "For" position on an as yet unnumbered ballot proposition that will appear on the November 5, 2024 ballot entitled "Limits Ability Of Voters And State And Local Governments To Raise Revenues For Government Services. Initiative Constitutional Amendment."

It was approved that CAR "Sponsor" legislation to update the statutory prescribed NHD to include information related to defensible space mandates imposed on parcels located in "High Fire Hazard Severity Zones".

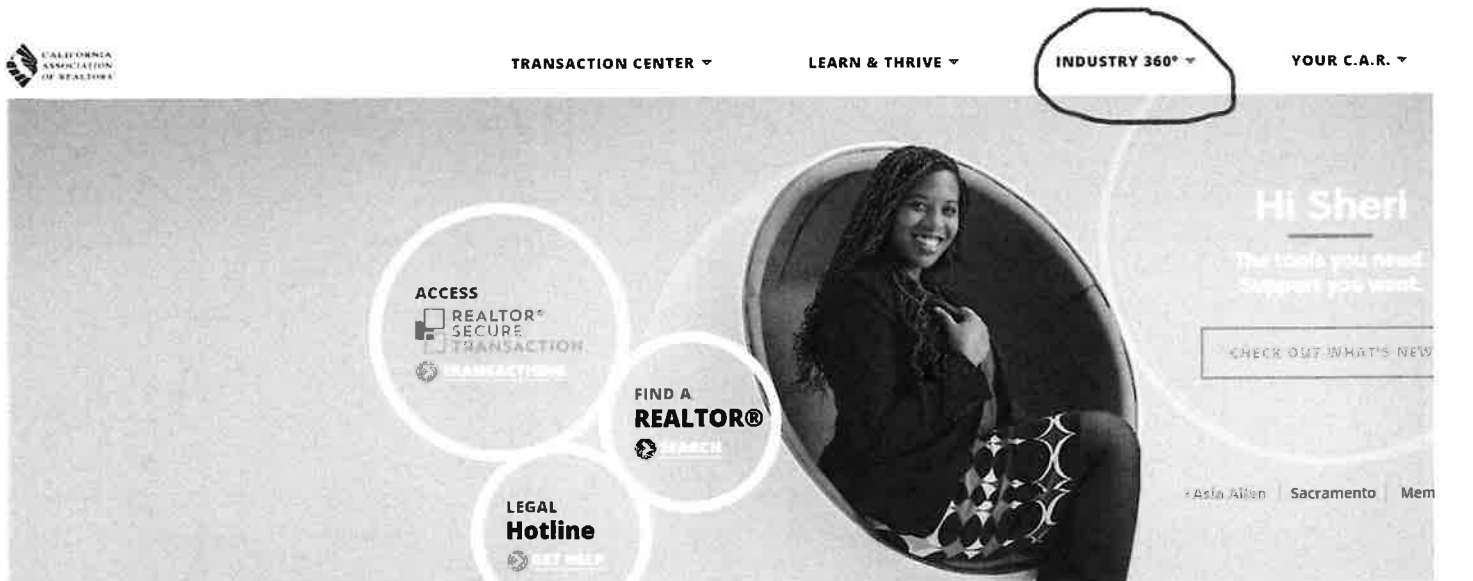
Business Technology Forum Report

Sheri Aguilar 209-679-2042

Indian Wells Winter Business Meetings Feb 2023

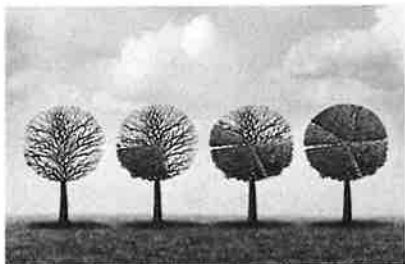
Leveraging the CAR Interactive and Static Research and Economic Tools

- Example Tools - with shareable files in letter, Instagram, and Facebook formats
 - Purchasing Power Calculator
 - Affordable Inventory and Housing Supply Dashboards
 - Local Market Dashboard
 - Market Overview / Market Update
 - Inventory Report



Market Data

Be trendy – stay current with our latest market forecasts and data analyses.



Housing Market Forecast

The latest housing market forecast and projection to what lays ahead.

Data & Statistics

View the latest sales and price numbers. Find out where sales will be in upcoming months.

Current Sales & Price Statistics

Housing Matters Podcast

Your housing hub for market analysis, economic trends, and housing news.

Market Minute Write-Up

Get a roundup of weekly economic and market news that matters to real estate and your business.

Interactive Market Stats

Gain insights through interactive dashboards and downloadable content.

Shareable Reports

Interactive Dashboards

Speeches & Presentations

Catch up with the latest outreaches and webinars by the Research and Economics team.

Surveys & Reports

C.A.R. conducts survey research with members and consumers on a regular basis to get a better understanding of the housing market and the real estate industry. Results and analyses from these studies are released in different formats - written report, power-point, infographic, webinar, and podcast - and can be found in this section.

Shareable and Interactive Reports

HOME MARKET DATA INTERACTIVE MARKET STATS

PRINT EMAIL SAVE

SHARE ↩

Gain insights on California's housing market through interactive dashboards. Select your metrics and see where the data takes you.

Quick Links: [Shareable Reports](#) | [Interactive Reports](#)

Shareable Reports



Housing Market Overview

The Housing Market Overview reports are meant to provide our REALTOR® members and their clients with a current market snapshot of their local area of business or any other County and City in the state of California.



Housing Market Overview YTD

The Housing Market Overview YTD reports are meant to provide our REALTOR® members and their clients with a year-to-date comparative market snapshot of their local area of business or any other County and City in the state of California.



Buyer's Guide

The Home Buyer's Guide reports are meant to provide our REALTOR® members and their clients with a current inventory snapshot of their local area of business or any other County and City in the state of California from the perspective of a buyer.



Seller's Guide

The Seller's Guide is meant to provide our REALTOR® members, or their clients, with a current market snapshot of their local area of business in the state of California as seen from the perspective of a prospective seller.



Inventory Report

The Inventory Report is meant to provide our REALTOR® members, or their clients, with a trend, as well as a current snapshot, of the inventory of homes available for sale in their local area of business in the state of California.



County Market Update

These one-pager County Market Update reports include the most recent snapshot as well as a two-year trend line for indicators like sales, median prices, inventory and median time on market.

Interactive Reports



Interactive Map

C.A.R.'s California Interactive Map is meant to provide our members with the latest housing market trends.



Local Market Report

The Local Market Report is meant to provide our REALTOR® members and their clients identify the hottest markets throughout the state of California by comparing the current sales growth compared to the same time period of last year.



Housing Supply

C.A.R.'s California Housing Supply Interactive Tool will help you monitor the amount of active listings by month, price range and region on a monthly basis.



Affordable Inventory

C.A.R.'s California Affordable Inventory interactive tool will help you monitor the amount of listings available to households earning \$100,000 per year in your specific market on a monthly basis.



Purchasing Power Calculator

C.A.R.'s Purchasing Power Calculator is an interactive tool that will help you understand the impacts of changes in mortgage interest rates on homebuyer purchasing power.



Home Price Fundamentals

C.A.R.'s California Home Price Fundamentals Interactive Tool will help you monitor the sustainability of home prices in your county or in California as a whole on a quarterly basis.



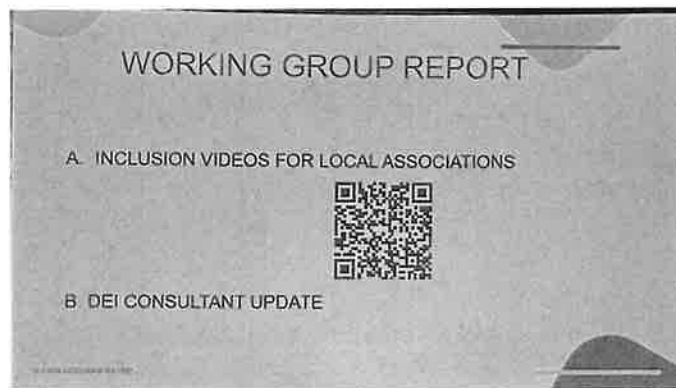
Luxury Market

C.A.R.'s California Luxury Market Interactive Tool will help you monitor the amount of activity, market dynamics, and competition in the luxury segment of your specific market on a quarterly basis.

Juan A. Vargas
R3
Lodi AOR
2/16/23

Diversity Committee

This year the committee will be offering diversity awards that will raise awareness about diversity and fair housing initiatives in our Realtor® community. Winners will be featured in the C.A.R magazine. Awardees may include Local AOR's, Brokers, Teams, C.A.R Board Leaders and individuals. The committee may establish a working group to assist with selecting honorees.



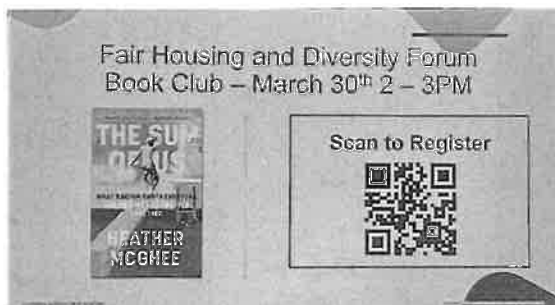
Above is a QR code that was provided for Local AOR's to share with their members. It includes a series of inclusionary videos.

Fair housing challenge: There is currently a challenge with a deadline of September 1,2023 the requirements are below.

- At Home with Diversity
- Fairhaven Simulation
- An implicit Bias Course
 - C.A.R's CE Course: A Deeper Look Into Bias In Real Estate, or
 - NAR's Bias Override

Extra points: C2EX designation through NAR

Book Club info.



Property Management Legal Open Forum

New Form: Rental Property Owner Disclosure

Revised Forms

- Property Management Agreement
- Lease Listing Agreement
- Rental property Owner Disclosure
- Residential Lease
- Move in and Move out Inspection
- Notice of right to pre-move out inspection

Reusable Tenant Screening Report (RTSRs)

A standardized screening report that the tenant purchases. The tenant will pay a one time fee for the report that can be used many times over 30 days. Saving renter many hundreds of dollars.

- Name
- Contact information
- Verification of employment
- Last known address
- Results of an eviction history check in a manner and for a period of time consistent with applicable law related to the consideration of eviction history in housing

The report must be made available to a landlord directly or through a third- party website that regularly provides a RTSR. It must be available to the landlord at no cost to access or use.

Voluntary on part of the landlord

- A landlord may elect to accept a RTSR's or not
- If a landlord does accept RTSR, the landlord may require an applicant to state that there has not been a material change to the information in the report.
- A landlord that accepts RTSR may not charge either a fee for the landlord to access the report or an application screening fee.

Landlord tenant – Termination of tenancy protections for victims of domestic violence SB 1017

Increased the penalties against a landlord or agent when the landlord or agent ignores a tenant's right to terminate based on acts of domestic violence.

A tenant who is a victim of domestic violence, or a tenant's immediate family member, or a tenant's household member can inform the landlord that they intend to terminate tenancy.

The liability of that tenant for rent is limited to no more than 14 calendar days after having provided notice (Police report, restraining order, etc..)

The tenant must be released without penalty from any further rent or other payment obligation. If the premises are rented to another party prior to the end of the obligation to pay rent, the rent owed must be prorated.

A landlord cannot, due to the termination, require forfeiture of any security deposit money or advance rent paid. A tenant who terminates a rental agreement pursuant to this law cannot be considered for any purpose, by reason of the termination to have breached the lease or rental agreement.

In all other respects, the law governing the security deposit shall apply.

New Law: A landlord or agent is liable to the tenant for actual damages and, with limited exceptions, statutory damages of not less than \$100 and not more than \$5,000 in a civil action for violations of the above provisions.

Eviction

Requires judge to order partial eviction. Tenant who is a victim of domestic violence may remain in the unit. Perpetrator will be ordered removed.

Previously both the victim and perpetrator could be evicted based on acts taken against the victim.

Judge will order the landlord to change the locks.

Study commissioned to establish consistent usage in leases and rental agreements.
"housing owner" "Landlord" "lessor" "management" "Occupant" "Owner of residential rental property"

- to establish consistent usage
- the word landlord may have a negative connotation
- Study to be completed by 12/31/24

AB 2503

Young Professionals Network (YPN)

During the forum we were asked to get into three groups by how long you have been in the business.

- 0-5
- 5-10
- 10+

After getting into our groups we discussed how and why we got into the business. There were some interesting stories most circled around family business, commission checks and income based on performance. After the discussion we had a top producing agent visit and had a Q&A session. Her success mainly came from touch points. She sends out Christmas ornaments to her

home buyers the first year and every year after makes sure to send some kind of gift and keep in touch consistently during the year.

CAR Director Reports-Winter 2023
Eileen Schamber
209-483-1654

Environmental Sustainability Committee

There was one action item from this committee as follows:

1. *That C.A.R. "SUPPORT" AB 62 (Mathis) which would establish a statewide goal to increase above and below ground water storage capacity in California by a total of 3,700,000 acre-feet by the year 2030 and a total of 4,000,000 acre-feet by the year 2040.*

This action item was approved and moved on to the next committee. Finally was passed at the Board of Directors meeting on Saturday morning.

*Colusa County will have new reservoir in next 5-7 years which will serve 5 million homes

*There was healthy discussion about Electrification and CAR is opposing Point of Sale mandates for this.

*Rent Control areas were a hot topic of discussion also.

*Diablo Canyon has Extended use of nuclear power

*FHA now accepts private flood insurance with stipulations supported by FHA, NAR and CAR

Several Legislative Issues were discussed and CAR has taken positions as follows:

AB32 Climate Change CAR Opposed

AB225- Grayson Environmental Hazards Booklet 60-day extension for review granted until April 4, 2023 More to follow in May 2023

Fire zone maps, 3 new chapters are under review

AB3-Zbar Pending Committee Assignment, Monitoring
AB50-Wood Pending Committee Assignment, Monitoring
AB65-Mathis Pending Committee Assignment, Monitoring
AB43-Hold Pending Committee Assignment, Monitoring
SB48-Beeche Pending Committee Assignment, Monitoring
SB69-Cortes Pending Committee Assignment, Monitoring

Google these for more information

CAR Director Reports-Standard Forms Advisory
Eileen Schamber
209-483-1654

Standard Forms Advisory

* It was reported for information only that the Standard Forms Advisory Committee heard reports from 18 regional representatives.

*The SFAC was advised that the Property Management Working Group had completed its work with the recommendation of revision of 25 forms to be released in June.

*The SFAC approved the release of 45 forms for release in June which includes the 25 property management forms.

*The committee will continue reviewing the comments that were received and a conference call to finish will be scheduled

*The SFAC has established two working groups, one for Vacation Rentals and the other for Business Operations and appointed Chairpersons of those groups from volunteers from the SFAC.

*The SWBS agreement will have a new paragraph for Electrification

*Buyer Representation Agreement is hot topic, which is why G3 has been added to RPA.

When checking this paragraph please know what you are doing and how the forms work. It is only valid if you have a buyer representation agreement and seller does not have to agree to this. If this is checked by mistake from an agent just counter it out.

LAR will be doing a training on buyer representation training with Dave Tanner, that will include use of the **buyer representation agreements** sometime in March 22 or 23. Watch for email from LAR to register for class.

If you have comments or suggestions on form updating, please email to carforms@car.com

Forms talking points for consideration <https://www.car.org/-/media/CAR/Documents/Transaction-Center/PDF/Standard-Forms/Winter-2023-Meetings/Talking-Points-SFAC-February-2023-Final-2.pdf>

CAR Director Report-Taxation and Government Finance
Eileen Schamber
209-483-1654

Taxation committee is confidential until a motion passes on floor and goes to the Executive Committee. There were a lot of issue reports from the Issue Chairs

One Item was passed on the floor as follows.

1. Action Item That CAR adopt a "FOR" Position on an upcoming State Ballot Measure for the November 5, 2024 ballot for an as yet unnumbered ballot proposition entitled "***Limits Availability of Voters and State and Local Governments to Raise Revenues for Government Services, Initiative Constitutional Amendment.***"

Passed and moved on to Executive Committee

California Association of Realtors Winter 2023 Business Meetings
MLS Policy Committee
Sherry Dickhoff

NAR vs DOJ

- ❖ The DOJ alleged some NAR restrain REALTOR competition.
 - NAR's policies prohibited transparency to the consumer regarding buyer broker commissions.
- ❖ Settlement:
 - NAR adopted policy changes.
 - No more advertising services as "free"
 - Buyer broker compensation to be disclosed to the public freely and openly
 - REALTORS no MLS search results based on amount of commission
- ❖ DOJ under new administration withdrew the settlement and NAR sued.
 - Court recently determined the DOJ bound by the Settlement but has the right to appeal.
- ❖ Private lawsuits continue, claiming NAR practices of broker cooperation decrease competition between buyer's agents and therefore violate anti trust laws.
 - <https://www.mow.uscourts.gov/content/burnett-et-al-v-national-association-realtors-et-al> Claim: Practice of Broker Participation limits competition and inflates commissions.
 - https://www.govinfo.gov/app/details/USCOURTS-ilnd-1_19-cv-01610 (*Moehrl v. The National Association of Realtors – in discovery*). Claim: MLS rules create no competition by buyers brokers.

Buyer Broker Forms Panel Comments and Conclusions

- ❖ CARs new buyer broker forms facilitate the buyer and broker discussions to keep us ahead of the curve where competition is a consideration.
- ❖ We need a new mindset
 - Understand that the whole market isn't as competitive for buyers
 - Knowing and communication your value to buyers is as necessary as knowing and communicating your value to sellers.
 -
- ❖ Buyer brokers need to compete with buyers in a similar way that listing agents compete for listings.
- ❖ Embrace and get behind the ideal of expressing and showing our value and getting buyer "buy in."
- ❖ Buyer broker agreement is coming as a standard of practice and may very well be mandated in the near future.

- ❖ CAR has changed its procuring cause guidelines to include a reference to the new forms. There is a factors chart and a buyer representation agreement weighs very heavily in deciding procuring cause.

What is your MLS doing in order to promote new practices?

- ❖ In order to promote the practice of transparency and competition between buyers and brokers, does the MLS include a printout that shows compensation?
- ❖ Form ABCD (anticipated broker compensation), ancillary to the BRBC can be used along with the MLS printout as an attachment to the form to comply and satisfy the terms.

Forms are a huge part of insuring competition

- ❖ The BRBC – Buyer Representation and Broker Compensation is necessary before you check box 3G(3) in the RPA. The other buyer-broker forms are ancillary.
- ❖ They went over the ancillary forms and why they were supposed to be used.
- ❖ Be careful about fair housing violations. Treat everyone alike. If you use the BRBC with one buyer, use it with all of them.

Education

- ❖ More education is needed to understand the why behind the broker-buyer forms and to understand the resistance to them.
- ❖ Understanding is needed to find out what is lacking and how to make it easy for users to embrace the concept.
- ❖ CAR has materials in Quick Guides Legal Tools.
 - There are Legal live webinars on the CAR website.
 - More Education is coming to LAR

(In the meantime, if you receive an offer, make sure to look at paragraph 3G(3) before you have your seller sign it. You may need to write a counteroffer. Don't overlook it!)

Coming Soon

- ❖ Coming Soon will be revisited. There will be a you tube video on how to address this with a buyer.
 - Coming Soon is used differently in different regions. In 2020 a task force put forth best practices.
 - Now that there is hard date from Coming Soon policy, CAR may form a panel to revisit.

California Association of Realtors Winter 2023 Business Meetings
Realtor Party Committee
Sherry Dickhoff

The Realtor Party Task force met over the last year and put together 30 recommendations covering 6 focus areas and a copy of their summary report is attached. At the bottom of that report is a QR code where you can access the full report.

Other notes of interest from the committee meeting:

LEVEL UP!

Realtors are encouraged to level up on their donations. You can level up today by using the QR code attached in the Realtor Action Fund Flyer on the next page of this report.

Levels Include:

Introductory Level	\$20
Minimum cost of doing business	\$40
True Cost of doing business	\$148
California Silver Bear	\$449
C.A.R. Gold VIP	\$10,000

In 2024 the True Cost of Doing Business will be changed to the Cost of Doing Business and will be \$199

California Silver Bear has been called a C.A.R. Major Investor Level, however in 2024 it will no longer be considered a Major Investor level in order to coordinate with N.A.R.'s Major Investor Levels.

The 2024 Regional challenge will be based on the Cost of Doing business, \$199.

Task Force Recommendations

The Task Force is proposing thirty (30) recommendations in six focus areas, including 1) Increase Support for Local Associations, 2) Field Representative Program, 3) Increase Participation in REALTOR® Action Fund, 4) Broker Engagement, 5) Changes within C.A.R. and 6) REALTOR® Party of California Training Conference. Full recommendations, rationale and financial implications can be found in the full Task Force Report ([link to report](#)).



1. Increase Support for Local Associations

1.A.: Create a REALTOR® Party of California Fundraising/RAF grant program to assist Local AORs in hosting fundraising events to benefit the REALTOR® Action Fund (RAF).

1.B.: Work with Local AORs to ensure their dues billing programs are maximizing voluntary RAF participation rates and investments.

1.C.: Create models to help Local AORs create their own local REALTOR® Party Committees for Fundraising and Disbursements. Provide templates, approved by C.A.R.'s Legal Department, for use by Local AORs that wish to hold recognition and fundraising events. Create a recognitions and rewards program for Local AORs that excel in various aspects of the REALTOR® Party of California, including fundraising and advocacy/member mobilization goals.

1.D.: Provide two options for Local AORs to receive their 32% REALTOR® Action Assessment (RAA) allocation – 1) by meeting the RAF participation goal or 2) by averaging \$20 or more per member in RAF total contributions while maintaining a minimum of 12% participation rate.

2. Field Representative Program

2.A.: That C.A.R.'s Field Representative program expand its scope to assist Local AORs with member mobilization, fundraising, and recognition efforts.

2.B.: That C.A.R. Government Affairs provide direction for Field Representatives to support the Local AORs with campaigns, including candidate and issues campaigns.

3. Increase Participation in REALTOR® Action Fund

3.A.: The REALTOR® Party of California will host its first statewide Major Investor Fundraising Event in 2023.

3.B.: Align C.A.R.'s "Major Investor" recognition with NAR's Major Investor Program, with a minimum annual investment of \$1,000. The four levels of recognition within the RPAC Major Investor Program at C.A.R. and NAR are: Sterling R, Crystal R, Golden R, and Platinum R. C.A.R. shall maintain the \$449, California Silver Bear Level, and all its benefits.

3.C.: Change C.A.R.'s current investment levels to the following four investment levels: \$20 Introductory Level, \$49 "Participation Club", \$199 "Cost of Doing Business", and \$449 California Silver Bear.

3.D.: Change the RAF contribution allocation of the first \$200 to include state PACs, including IMPAC, CREPAC, and CREIC. Currently 70% of the first \$200 to RAF is allocated to CREPAC Federal and 30% to Local AOR sub accounts (IMPAC, LCRC and ALF).

3.E.: Increase the regional challenge to \$449 (Silver Bear Level) starting in 2024. First-year Director contributions at the new Cost of Doing Business - \$199 will count as meeting the minimum requirement for the regional challenge.

3.F.: Enhance Major Investor recognition.

3.G.: Enhance recognition for NAR Hall of Fame and Gold VIP achievement levels.

Task Force Recommendations

REALTOR
PARTY
of
CALIFORNIA

3.H.: Focus on the ease of Investing for members.

3.I.: Recognize YPN members who have accomplished their YPN Pledge of investing \$10,000 in ten years on stage at C.A.R. Business Meetings.

3.J.: The REALTOR® Party of California Fundraising and Member Mobilization (FAMM) Advisory Committee will evaluate and consider the creation of a RAF pledge program similar to the YPN Pledge but available to all members.

4. Broker Engagement

4.A.: Engage brokers in C.A.R.'s RAF and advocacy efforts.

4.B.: Align with NAR's Broker Involvement program to engage members on all of the advocacy goals for the NAR President's Cup Award.

5. Changes within C.A.R.

5.A.: Create REALTOR® Party of California Fundraising and Member Mobilization (FAMM) Advisory Committee.

5.B.: The REALTOR® Party of California Committee will be renamed REALTOR® Party of California Fundraising and Member Mobilization (FAMM) Forum and enhanced to achieve its fundraising and advocacy goals.

5.C.: Create the REALTOR® Party of California Coordinating Committee for all stakeholders to work together and cross collaborate to achieve the mission of the REALTOR® Party of California.

5.D.: Improve the participation and engagement of Key Contacts and Federal Political Coordinators.

5.E.: Create a REALTOR® Party of California Travel Team to speak at Local AORs about fundraising, advocacy, and education.

5.F.: Improve REALTOR® Party resources on C.A.R.'s website.

5.G.: The Task Force recommends a thorough review of the Bylaws for each PAC, including adding a requirement that trustees will be Major Investors.

5.H.: C.A.R. will work with Local AORs to implement a member "opt-in" of text messages for RAF fundraising and member mobilization.

5.I.: That IMPAC Trustees consider a policy regarding unused IMPAC Funds at the Local Level, including the length of time before such funds may revert to the state.

5.J.: C.A.R.'s Magazine shall provide the REALTOR® Party of California with two pages in each of its editions.

5.K.: Urge C.A.R. to audit the current staff organizational chart to determine where additional human resources may be needed to meet the goals of the Task Force Recommendations as well as the overall success of the REALTOR® Party of California.

6. REALTOR® Party of California Training Conference

6.A.: The Task Force will work with the current REALTOR® Party of California Committee to further develop the agenda for both the Virtual Conference this Spring and the in-person Conference near the end of 2023.

Full recommendations, rationale and financial implications can be found in the full Task Force Report ([link to report](#)).



REALTOR® ACTION FUND

CALIFORNIA ASSOCIATION of REALTORS

2023 REALTOR® ACTION FUND GOALS

21%
Voluntary
RAF Local
Participation

\$4,083,006
Voluntary
RAF Statewide
Investment

CONTESTS

DIRECTORS' CHALLENGE

C.A.R. DIRECTORS

Reach 100% investment participation (\$148 or more) of all your Region's C.A.R. Directors! Receive recognition at the Fall Board of Directors Meeting and a "100% REALTOR® Action Fund" flag!

BATTLE OF THE ASSOCIATIONS*

#1 PARTICIPATION CONTEST

Compete for the highest percentage of members participating in the REALTOR® Action Fund!

#2 INVESTMENT CONTEST

Compete to get the highest investment per contributor and achieve 2% above your 2022 RAF participation percentage.

CATEGORIES OF COMPETITION

MEMBERS PER ASSOCIATION	
PETITE	1-200
SMALL	201-500
MEDIUM 1	501-1,500
MEDIUM 2	1,501-3,000
LARGE	3,001-6,000
JUMBO	6,001-10,000
MEGA	10,001+

DEADLINE: AUGUST 31, 2023

**SIGN UP OR
 LEVEL UP!**



*Contests are based upon the number of members per association with one winner chosen from each category. Contest winners will be recognized at the Fall Board of Directors meeting and be mailed a commemorative award.

We recognize and appreciate all levels of investment!



C.A.R. INVESTMENT LEVELS

■ INTRODUCTORY LEVEL

Annual Investment..... \$ 20

- RAF button

■ MINIMUM COST OF DOING BUSINESS

Annual Investment..... \$ 49

- RAF button

■ TRUE COST OF DOING BUSINESS

Annual Investment..... \$ 148

- RAF lapel pin given annually
- Invitation to C.A.R. special events
- Widget for website and signature use

C.A.R. MAJOR INVESTOR LEVELS

■ CALIFORNIA SILVER BEAR

Annual Investment..... \$ 449

- Silver Bear lapel pin
- Invitation to C.A.R. special events
- Widget for website and signature use

■ C.A.R. GOLD VIP

Lifetime Investments..... \$10,000+

- Gold VIP lapel pin
- VIP Bar at C.A.R. special events
- Priority Luncheon seating at Legislative Day & ReImagine! Conference
- Discounts for paid sessions at REImagine! & WomanUp! Conferences
- Recognition in *California Real Estate* magazine
- Widget for website and signature use



GET STARTED OR LEVEL UP TODAY!

NAR MAJOR INVESTOR LEVELS

■ STERLING R

Initial NAR Sterling R..... \$ 1,000
 Sustain/Renew as NAR Sterling R..... \$ 1,000
 Sustain as NAR President's Circle Member..... \$ 1,000
 Sustain-Chartered NAR Sterling R (prior to 2012)..... \$ 449

- NAR Sterling R lapel pin given annually
- Invitation to special functions at NAR meetings
- Invitation to C.A.R. special events

■ CRYSTAL R

Initial NAR Crystal R..... \$ 2,500
 Initial NAR Crystal R as NAR President Circle Member..... \$ 2,000
 Sustain/Renew as NAR Crystal R..... \$ 1,500
 Sustain as NAR President's Circle Member..... \$ 1,000

- NAR Crystal R lapel pin given annually
- Invitation to special functions at NAR meetings
- Invitation to C.A.R. special events

■ GOLDEN R

Initial NAR Golden R..... \$ 5,000
 Initial NAR Golden R as NAR President Circle Member..... \$ 4,000
 Sustain/Renew as NAR Golden R..... \$ 2,000
 Sustain as NAR President's Circle Member..... \$ 1,000
 Sustain-Chartered NAR Golden R (prior to 2002)..... \$ 449

- NAR Golden R lapel pin given annually
- Invitation to special functions at NAR meetings
- Invitation to C.A.R. special events

■ PLATINUM R

Initial NAR Platinum R..... \$10,000
 Sustain/Renew as NAR Platinum R..... \$ 5,000
 Sustain as NAR President's Circle Member..... \$ 5,000

- NAR Platinum R lapel pin given annually
- Invitation to special functions at NAR meetings
- Invitation to RPAC's President's Circle Conference
- Invitation to C.A.R. special events

■ PRESIDENT'S CIRCLE (Must be RPAC Major Investor)

Annual investment to support Congressional candidates in California and nationally..... \$ 2,000

- NAR President's Circle lapel pin given annually
- Invitation to NAR President's Circle Conference

RPAC HALL OF FAME

■ Lifetime Investments..... \$75,000 / \$50,000 / \$25,000

- RAF celebratory crystal paperweight
- Name plaque displayed at NAR D.C. + Hall of Fame lapel pin

Minimum Payment Amount for NAR Recognition
 • Initial & Sustaining/Renewing Levels..... 30% of total due
 • Chartered Renewals for Sterling R & Golden R..... \$360 (out of \$449)
 C.A.R.'s receipt of investments through dues is dependent upon Local Associations

Director Report - Indians Wells 2/6/23-2/10/23

Local Government Policy

- Los Angeles Transfer Tax - sales over \$5m are a 4% Tax, sales over \$10m are 5.5% tax
- Short Term Rentals (AirBnB) - Ban or Caps: Case Study in Big Bear Shows no significant impact on available homes for sale to locals if short terms rentals are banned. NOTE: In South Lake Tahoe they implemented this and available homes for locals after the ban totaled less than 1% of inventory available. Additionally, the city of SLT then implemented a vacancy tax to offset the lost tourist economy profit.

Expert Witness

- Preparation for trial as an “expert witness” is key to being successful. This includes documents, reports, and depositions.
- Other keys include knowing as much as possible about the other side. Any blemishes, or facts about the others sides history is key.
- Depositions: What were you asked to do in regards to what you’ve been called for? Keep all notes and records of communication. Support of all opinions you have been asked to render
- Trial: All about preparation. Read depositions thoroughly.
- Mistakes: 1. Overstating your position. 2. Not understanding difference between standard of care and what they do for clients. 3. Taking inconsistent positions in the current case, or from previous cases. 4. Not properly preparing.

Risk Management

- Disclosures: Even with REO, Probate, etc. there is no exemptions from disclosing actual knowledge even if they haven’t been to the property. If disclosures are provided after the contingency removal is completed, this reopens the ability for the buyer to back out based on inspection contingency (AVID most common). Disclosure Information Advisory Form is the best form to use to inform sellers how to disclose and keep all parties safe

- Cancellation: To avoid a defective cancellation, follow procedure in the RPA. Give notice, delivered the technically correct way, wait appropriate time, then send cancellation. Notice to Perform must be used before a cancellation is sent. Follow procedure of RPA 14C 1&2.
- Contract: Binding contract details are RPA 25A. Use “designated electronic delivery address box” this way when the offer or counter is sent back to email, you are in contract. Post closing disputes - you are no longer their agent, be careful not to overstep into legal advice. Stay on their good side and press to mediation

2023 CAR Winter Meetings Summary
Fair Housing Policy Committee, Professional Standards Committee
Transaction & Regulatory Committee
By Taide Zamora

Fair Housing Policy Committee

- California Reparations Task Force Chair reported there is an interim report which was released on 6/22 and the final report will be released on July 1. Overall recommendations are still being developed in order to present to the legislature.
- CAR voted in favor of sponsoring legislation to facilitate greater access to educational resources on revocable living trusts for low and moderate income homeowners.
- CAR is taking up a WATCH position on the following:
- AB 86 (Jones -Sawyer) which would establish a lead state entity for the purpose of ending homelessness. AB 222 (Arumbula) which seeks to convene a workgroup for the purpose of the development of accessibility and anti-discrimination laws for people with disabilities. SB 16 (Smallwood-Cuevas) which seeks to clarify California's Fair Employment and Housing Act to specify that the law shall not be used to limit or restrict efforts by local entities to enforce state law prohibiting discrimination against classes of persons covered by the act in the areas of employment and housing.
- HUD through FHA is creating a process that people seeking FHA financing can use to request a review of their appraisal if they believe the results may have been skewed by racial bias.

Professional Standards Committee

- NAR rep reported changes to terms in Articles of Standards of Practice, replace the term handicap with disability, amend 3-9 to replace the listing broker with the seller, provided interpretation in an appendix on speech that may be deemed offensive or discriminatory. Definition of Real Estate Professionals was updated in article 11 to include "residential real estate brokerage, real property management, commercial and industrial real estate brokerage, land brokerage, real estate appraisal, real estate counseling, real estate syndication, real estate auction, and international real estate."
- Pro Standards pilot program is being developed with a consultant being hired part time to lead the program. The goal is to automate much of the system. 6-10 associations of various size will be selected.
- Procuring Cause Factors chart has been updated. While not decisive, the existence of a buyer representation agreement will be more heavily weighted.

Transaction and Regulatory Committee

- The following two questions failed moving forward and were left to NAR committees to resolve because of the complexities of the loan programs:

- 1. Should Veterans whose veteran affairs home loans that are assumed by a non-veteran purchasing their home be allowed to use a VA home loan to purchase their next home? 2. Should FHA & VA raise the fee cap that mortgage servicers and lenders are allowed to charge for processing the assumption of a FHA or VA loan?
- The following two questions moved forward:
- 1. Should CAR sponsor legislation to enact a state mandated Remote Online Notarization licensing system in California? Sponsorship may be the most prudent way to ensure that C.A.R. is able to craft legislation that becomes law and most importantly ensures that REALTORS[®] and their clients do not get saddled with additional liability that should be borne by the RON providers if they fail to appropriately follow state, local and federal law. 2. Should C.A.R. sponsor legislation to update the Natural Hazard Disclosure (NHD) to include information related to defensible space mandates imposed on parcels located in high fire severity zones? California law has created new fire districts which are not included in the current NHD form. Updating the NHD requires statutory direction.
- The following question failed to proceed:
- Should C.A.R. Monitor/Support legislation pending introduction that seeks to require sellers of single-family homes, who do not intend to occupy and do not occupy as their residence (AKA: “flippers”), to separately disclose the renovations made to the property?

Other items of interest

- Prohibition on Homeowner Benefit Agreements (HBP) - The HBP offers homeowners a cash incentive of up to \$5,000 in exchange for a percentage of the estimated value of their home and an up to 40-year agreement to use a specified realty as their listing agent, who places a lien on the parcel. Since the initial rollout of the program, over 25,000 homeowners have received cash payments nationwide. Solano County is interested in sponsoring legislation in this space and is interested in any initial feedback this committee can provide.
- H.R. 7735 requires the Veterans Administration to review its policies with respect to appraiser eligibility, appraisal waivers, and desktop appraisals with an emphasis on reducing costs to consumers and turn times.
- On November 21, the Department of Housing and Urban Development (HUD) issued a final rule allowing private flood insurance for FHA-insured mortgages in special flood hazard areas. Previously, only National Flood Insurance Program (NFIP) policies were allowed for FHA loans.
- In October, the FHFA announced it will implement a framework for adopting two new credit scoring models by Fannie Mae and Freddie Mac. The framework will likely take several years to fully implement.

2023 CAR Winter Meetings Director Reports

Public Policy Forum

Exploring Electrification

Over the last decades, California has moved to electrify our grid and our housing stock. The **Public Policy Forum** hosted a panel discussion to understand the barriers and implications of electrification, its effect on home affordability, and impact on existing homeowners. “CAR Opposes electrification and Point of Sale requirements.” Targeting gas central, wall and other heating sources, clothes dryers and cooking appliances. Goal is to have Healthy, Affordable and Reliable homes. Comfort and low cost? We already have problems with the Grid. Now we want to add Electric vehicles, Solar and batteries. How to make it Fair and Equitable? We were told these measures are necessary for the State to meet its Goals. Change The Goals. Basically it's here to stay. California is moving forward. LAW is mandating due to Greenhouse Gas. There will be less purchase options to buy Gas products and more options to buy for electric use. Working on the Grid issues. New technologies and battery storage. Looking to target areas based on older infrastructure. Gradual transition. Portraying it as progress. Blah blah blah blah. **Inevitable.** Cost of retrofitting? Incentives and subsidies. BIG Dollars. Zonal Transition or End of Use? Appliances, water & space heaters etc. New construction is already under way to transition statewide. Not Mandatory. **YET.** Tax incentives, subsidies and financing options. The whole thing is being portrayed as Eventual. Targeting low income and neglected communities replacing systems, water heater & AC for Free. **Closing thoughts** were “it's going to happen.” Sell the benefits. Claim “Carbonization is a Crisis”. Some individual situations are not feasible. 16 units, LA 1950, all gas heaters and stoves, poor electric. Rent control.

Virtually all Forum questions were answered with “That’s a Good question, I hear what you’re saying, I don’t have an answer for that.”

Kerry Suess CAR Director LAR President 2023

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Global Real Estate Forum

How many of you Love to travel? How many of you are from another country or have family and friends in other countries? How many of you would like to make more money and have some fun doing it? If LAR sponsored some classes on how to develop a Global business or shared when training was available in other locations would you be interested? California is very diverse. Understanding Global opportunities is needed among real estate professionals. LAR has a Global Committee. Think about it. The Global market is constantly changing. TRENDS. After 2009 many Global buyers bought residential income properties. Then Global investors moved to purchase Prime commercial real estate in large cities. After COVID things changed. Large commercial buildings aren't in demand. Prices were up in residential. Foreign investment has slowed and investors are watching. Many US citizens are retiring or buying investment properties abroad. Are you connected in China, Canada, Mexico, India or elsewhere? Want to know more? Let us know.

Association Presidents Leadership Forum “2 Loggers Story”

- Uncertainty & hesitancy in the Marketplace. Rates, prices, inflation etc.
- LAR will focus on Education, Transparency and Collaboration. Many Education opportunities available. Lunch & Learns, Program Committee, YPN, Metrolist, CAR and NAR all have classes, Marty, Taide and others.
- We want to Facilitate Conversations, bring ideas to the Table, Develop Unity & Leadership opportunities for ALL Members who want to grow.
- There is so much Negativity. Don't get caught up in it. Instead Spread Good News. California has an incredible Quality of Life and resources.
- Lastly I encourage you all to consider donating some of your resources to **The Realtor Party of California**. The best way to help protect our industry and property rights is to fight against the Insanity in politics. Even \$20 makes a difference. The **Cost of Doing Business is \$199**.

Kerry Suess CAR Director LAR President 2023

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