

President's Message by *Alex Torres*



The year is disappearing fast and believe it or not, you will soon be receiving your 2011 dues billing statement. Your statement will be a little different from last year's in that you will notice a special assessment for the REALTOR® Action Assessment. I'd like to clarify for you why your C.A.R. Board of Directors voted to approve the assessment at this time.

It's never an easy decision to add an assessment to membership dues, especially in challenging economic times, and your C.A.R. board of directors didn't vote on this without much debate. C.A.R. dues have remained constant and unchanged for the past 10 years. However, your C.A.R. board of directors determined that given California's current budget situation – where legislators are searching for every possible means of funding – it is critical that we invest in our future and raise our legislative profile at all levels.

As you know, what happens in Sacramento, Washington, or at your own city hall has far-reaching implications for the housing market. These decisions reverberate through all facets of the real estate industry. Our goal in the political arena is to make certain that when they do, your interests are represented, and that our voices are heard, before elected officials craft legislation impacting our industry and your livelihood.

How do we spend PAC monies? Well, this year alone, member-supported advocacy helped preserve property profiles after title companies stopped providing them in a reaction to a letter issued by the Dept. of Insurance; we thrice defeated a 3-percent independent contractor withholding proposal that would have accelerated income tax payments for our members; and defeated point-of-sale retrofits proposed through several pieces of legislation

that could have added as much as \$20,000 per home prior to closing escrow.

Keep in mind that your state association's PACs are totally bipartisan. Monies support candidates and elected officials who share the attitudes, values, and beliefs of the real estate industry, regardless of political affiliation, and issues that directly impact your ability to do business. All decisions concerning PAC monies are made by REALTORS® like yourself, who are annually elected to be PAC Trustees by C.A.R.'s board of directors. Local REALTOR® input always is sought and is a major factor in determining where funding goes.

I hope that in reading my message to you, that you have a better understanding of why the assessment was necessary for our political survival. C.A.R. has created an FAQ to answer questions you may have about the assessment. It's available on car.org at <http://www.car.org/governmentaffairs/RAA/RAAFAQ/>. In closing I'd like to say - never doubt for one minute that your support for the 'REALTOR®' party is anything but crucial.

Alex Torres, 2010 President

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Seen and Heard



Alex & John Torres present Phil Hawkins with a check from RSAOR's Local Candidate Recommendation Committee (LCRC) fund towards his campaign 'Hawkins for Water Board 2010'.



John Torres, Ruth Hayles, John Noguez, Alex Torres, Malcolm Bennett attend fundraiser for Noguez for Assessor 2010.



2010 C.A.R. President Steve Goddard poses with RASOR President Alex Torres before addressing RSAOR members at our July Membership luncheon.



Check presentation: L-R DAOR Vice President Russell Skersick, Marial Sanders, John Torres, Congresswoman Roybal-Allard, Alex Torres, Luis Guevara and GAD Deb Shrider.



Pictured on left is Congresswoman Linda Sanchez posing for a photo after a check presentation with Jennifer Ho and John and Alex Torres.

Free Groceries for families in need.

**Teen Challenge Ministry institute
presents a community outreach**

Saturday September 25th 11am-2pm

Southgate Chamber of Commerce parking lot
9605 State St South Gate 90280.

Teen Challenge will be giving away between 75lbs-100lbs of groceries per family and will be serving a free lunch of Chicken tacos with beans and rice to attendees of the event. Jumpers and face painting for the children and entertainment on our stage.

Teen Challenge Ministry Institute (323) 569-2818



**Live On-Line Training Schedule Evening
Classes Now Available!**

Learn from the comfort of your home or office.

Register now for SoCalMLS's on-line classes

<http://socalmls.frogpond.com/DispCalendar.cfm>

SoCalMLS help line 714-517-2600 or
800-995-2600.

SoCalMLS Tech Support:

Monday - Friday 9:00am to 8:00pm
Saturday 9:00am to 5:00pm

**Keep current with SoCalMLS information, your
Tempo system and FREE member benefits by
following us on [Twitter](#).**

REALTORS® CREDIT UNION

MEMBER BENEFIT

Have you joined the REALTORS® Federal Credit Union yet? REALTORS® FCU was created to help REALTORS® access competitive loan products and savings rates that are not always available through traditional banks. Join today by visting www.REALTORSRCU.org and clicking on membership to get started or call 866-295-6038.

C.A.R.Scholarships /Grants Available

The C.A.R. Scholarship Foundation awards scholarships three times a year in the Winter, Spring and Fall of each year to students enrolled at a California College or University for professions which are centered on, or support a career in real estate transactional activity such as:

1. Real Estate Brokerage
2. Real Estate Finance
3. Real Estate Management
4. Real Estate Development
5. Real Estate Appraisal, Real Estate Planning
6. Real Estate Law

Other fields of study the Trustees believe worthy of consideration

<http://www.car.org/aboutus/carscholarships/>

The C.A.R. Education Foundation will be awarding grants at C.A.R.'s 2010 Fall Business Meetings. Those eligible for consideration to receive grants shall be either:

*Students attending a California college or university who complete a real estate-related course

*REALTORS® who complete advanced professional designation courses such as GRI, SRES®, and other designations, after the designation is attained. (Note: All designations must be either NAR-approved, or C.A.R. certification courses taken within the last calendar year.)

<http://www.car.org/aboutus/educationfoundation/>



Our condolences to the family and friends of Main Street Realtors' agent **Laurie Manny** who passed away after a sudden illness on Thursday August 25, 2010.

Laurie Manny was nationally known as a blogging pioneer and given the title of 'blogging queen' by Inman News. She was a native New Yorker and her funeral was held in New York. A memorial service has been scheduled for Thursday Sept. 9th at Parkers Lighthouse, Long Beach. CA.



Tax Credit Closing Date Extension & Flood Insurance Extension

After a close brush with the deadline, Congress has passed an extension of the **Homebuyer Tax Credit** closing deadline, the Homebuyer Assistance and Improvement Act (H.R. 5623). The extension applies only to transactions that have ratified contracts in place as of April 30, 2010 that have not yet closed. The legislation is designed to create a seamless extension the **new closing deadline for eligible transactions is now September 30, 2010**. There is will be no gap between June 30 and the date the President signs the bill into law.

N.A.R. worked closely with Congressional leaders on both sides of the aisle to enact this important legislation. Extending the Tax Credit Closing deadline will help provide additional stability to real estate markets across the nation.

For additional information on the extension visit www.realtor.org/government_affairs

Additionally, the United States Senate has passed the **National Flood Insurance Program Extension Act of 2010** (H.R. 5569) an extension of the National Flood Insurance Program until September 30, 2010. This will allow transactions to move forward. **The bill is retroactive and covers the lapse period from June 1, 2010 to the date of enactment of the extension.** For more information on the flood insurance program visit www.realtor.org/government_affairs

Fannie Updates Appraisal Policies

Fannie Mae updated its selling guide to provide additional appraisal-related guidance. The government-sponsored enterprise's (GSE) post-purchase reviews of mortgage loan files identified issues with appraisals.

The [new policy clarifications](#) address those issues. For more information visit:

<http://www.housingwire.com/2010/07/01/fannie-updates-appraisal-policies>

Announcing Committee Chairs for 2011

Affiliates in Action

Devon Vasquez, Wells Fargo Home Mortgage Cerritos

Budget & Finance

John Torres, The Real Estate Center of Downey

Bylaws, Policy & Procedures

Ruth Hayles, International Real Estate & Investments

Education/Eq.Opp/ Membership

Randy Neyland, Randolph Neyland Realty

Golf Outing

Kathy Gardiner, Old Republic Title

Grievance

Alex Torres, The Real Estate Center of Downey

Housing Task Force

Lisa Woodson & Lora Brand, AVD Realty Group

LGR/Political Affairs

Luis Guevara, Prudential California Realty South Gate

MLS

Ray Fernandez, Prudential California Realty Bellflower

Orientation

John Torres, The Real Estate Center of Downey

Malcolm Bennett, International Real Estate & Investments

Professional Standards

Rhonda Burd, New West Real Estate/GMAC

Scholarship

(no chairman assigned to committee yet)

SoCalMLS Directors

Allen Chiang, Presidential Real Estate (Director)

Ray Fernandez, Prudential California Realty Bellflower (Alternate)

Strategic Planning

Alex Torres, The Real Estate Center of Downey

C.A.R. LEGAL UPDATE:



The following articles are available on Legal's [What's New](#), the [Legal Articles](#) pages, and the [2010 Q&As](#) page on *C.A.R. Online*. www.car.org

Member Legal Services has published a revised legal article, [Contingencies and Contingency Removal](#) (July 22, 2010). This legal article has been updated to reflect the revisions to the relevant C.A.R. standard forms (e.g., RPA-CA and NBP).

Member Legal Services has published a revised legal article, [Seller Property Questionnaire: Summary of C.A.R. Form SPQ](#) (July 21, 2010). This legal article has been updated to reflect the fact that the SPQ now incorporates the language in the SSD.

Member Legal Services has published a revised legal article, [Landlord-Tenant Guide for REALTORS®](#) (July 21, 2010). This legal article has been updated to reflect the federal and state law changes to termination of a tenancy after foreclosure. Although there have been minor revisions to other sections of the article, substantive changes have been made to Questions 44 and 58.

Announcing your 2011 C.A.R. Directors

Sue Piccolini

Prudential California Realty/Bixby

Alex Torres

The Real Estate Center of Downey

John Torres

The Real Estate Center of Downey

Robert Rooks

AVD Realty Group

Allen Chiang

Presidential Real Estate

Luis Guevara

Prudential California Realty/Southgate

Malcolm Bennett

International Realty & Investments

Ruth Hayles

International Realty & Investments

Evelyn Arnold

Excellence Realty

Le Francis Arnold C.A.R.— President Elect
Excellence Realty

Discounted tickets for

L.A. County Fair

Sept 4– Oct 3 2010

Weds thru Sunday

L.A. COUNTY
FAIR

Save \$7 on any-day admission tickets.

Adult Any Day Tickets	\$10.00
Child Any Day Tickets (6-12)	\$ 6.00
Season Passes (Everyday of the Fair)	\$24.95
Unlimited Ride Carnival Wristband*	\$35.00

*restrictions apply

Contact Dee Moreno deem@rsaor.com

(562) 860-5656



**Assemblymember
Tony Mendoza's
Labor & Patriot Day
Family Picnic**

Activities for Kids! Games & Prizes **FREE** food and drinks & an informative good time!

Saturday, September 11, 2010

10am - 12pm **Heritage Park (Station 1)**
18600 Bloomfield Avenue, Cerritos, CA 90703

RSVP requested (but not required),
please call (562) 864-5600

Keep informed



For information about
**RSAOR calendar of
events & meetings,**
click on the link below

<http://www.rsaor.com/pdf/monthlycalendar.pdf>

or visit www.rsaor.com

Or call (562) 860-5656

Cerritos News

The Cerritos Regional
Chamber of Commerce

**"TASTE OF THE REGION
& BUSINESS EXPO"**

**Thursday , September 16, 2010
4:30 pm - 7:30 pm**

Cerritos Center for the Performing Arts
12700 Center Court Drive
Cerritos Sierra Room and Grand Lobby
info: www.cerritos.org

Free admission - open to the public

CERRITOS IN DRAGON BOAT RACE



Putting her oar in...**Carol Chen**, RSAOR past president and Cerritos Council member practices for the 2010 Long Beach Dragon Boat Festival held July 31 – August 1, 2010.

Carol represented the Cerritos team and was one of the 12 sighted people, blindfolded during the race, paddling the dragon boat with 13 blind individuals.

CERRITOS IS FINALIST FOR CITY AWARD

The National League of Cities has announced Cerritos is a finalist for the 2010 Awards for Municipal Excellence. The awards recognize cities and towns for outstanding programs that improve the quality of life for residents. Cerritos was chosen for the planning and development of the Cerritos Towne Center, which features the Cerritos Center for the Performing Arts, Sheraton Cerritos Hotel, popular department stores and restaurants, and more than 1 million square feet of office space.

Over the next 50 years, the development is expected to generate \$585 million in revenue for the city and create 5,000 jobs, officials said.

Other finalists include Irvine, Los Angeles, Santa Fe and New York. The winners will be announced during the League's Congress of Cities and Exposition in Denver from Nov. 30 to Dec. 4.

CDC OFFERS 'HERO' PROGRAM

The Los Angeles County Community Development Commission provides the Housing Economic Recovery Ownership (HERO). HERO loans are 0% interest loans. No repayment is required until the home is sold, transferred, refinanced, or no longer owner-occupied. Properties must be purchased at a discount of 1% from the current market appraised value. HERO Loan provides: Secondary Trust Deed Financing for families with up to 80% county median income will receive \$75,000 or 25% of the purchase price, whichever is the lesser. Families with up to 120% county median income will receive \$50,000 or 25% of the purchase price, whichever is the lesser.

The HERO also offers a Down Payment Assistance (DPA) that offers cost assistance to qualifying households. HERO loans are available to first-time homebuyers (borrowers) with no ownership interest in, or who have no held "title" to, a principal home during the three-year period preceding the purchase of the property.

For more information contact the First-Time Homebuyer staff at:

(323) 890-7034
(323) 890-7432
(323) 890-7239

Source: *Silvia Delgadillo; L.A. County CDC*

BLUE NEWS...

Congratulations to **Luis Guevara**, (Prudential California Realty) on the birth of his son Nicholas Mario Guevara born 9/7/2010 weighing 7 lbs 10 ounces and 20" long .



AND

Congrats also to Broker **Phil Limon** on the birth of his son Charles Michael Limon born August 9, 2010, weighing 8 lbs, 11 oz.

Education Calendar



Educational offerings September 2010

Thursday, Sept 9th

Mortgage Loan Origination Cram Course

Presented by: Duane Gomer

9:00am-4:30pm

RSVP To: 562-860-5656

Cost: \$189 pre-registered
\$199 @the door

Friday, Sept 10th

1031 Exchange

Presented by: Phil Atwan

9:00am-12:30pm

RSVP To: 562-860-5656

Cost: Free

Monday, Sept 13th

Protect your Brokerage & Clients from Data Theft & Fraud

**2hrs CE DRE Credit*

Presented by: Theftloc

9:00am-11:00am

RSVP To: www.datatheftloc.com/Events.html

Cost: \$190

Tuesday, Sept 14th

Credit Education Seminar

Presented by: Linda Martinez

11:00am-12:30pm

RSVP To: 562-754-3961

Cost: Free

Thursday, Sept 16th

Understanding the Living Trust

Presented by: Joe Ramos

9:00am-12:00pm

RSVP To: 562-860-5656

Cost: \$35

Friday, Sept 17th

Short Sale Workshop

Presented by: Phil Atwan

10:00am-12:00pm

RSVP To: 562-860-5656

Cost: Free

Wednesday, Sept 22nd

Intro to Tempo

Presented by: SoCalMLS

9:30am-12:30pm

RSVP To: 714-517-2600

Cost: Free

Wednesday, Sept 22nd

Adding & Marketing your Listings

Presented by: SoCalMLS

1:30pm-3:30pm

RSVP To: 714-517-2600

Cost: Free

Tuesday, Sept 28th

Credit Education Seminar

Presented by: Linda Martinez

11:00am-12:30pm

RSVP To: 562-754-3961

Cost: Free

Wednesday, Sept 29th

MLS Office Basic

Presented by: SoCalMLS

10:00am-12:00pm

RSVP To: 714-517-2600

Cost: Free

Wednesday, Sept 29th

MLS Office Advanced

Presented by: SoCalMLS

1:00am-3:00pm

RSVP To: 714-517-2600

Cost: Free

(Dates subject to change.)

Contact – RSAOR MLS/ Education Coordinator,
Leticia Lopez 562.860.5656 ext.108 lettyl@rsaor.com

TRAFFIC ALERT

I-710 FULL FREEWAY CLOSURES

In both directions, from just south of Firestone Boulevard to just north of I-105

6 Weekends: August 27 to October 11, 2010

Lynwood, South Gate, Downey – The California Department of Transportation (Caltrans) will conduct six extended weekend closures on the Long Beach Freeway (I-710) in both northbound and southbound directions from just south of Firestone Boulevard to just north of the Glenn Anderson Freeway (I-105). The construction taking place is part of the I-710 Long Life Pavement Rehabilitation Project to replace 10 to 15 inches of aging pavement from I-405 to I-5.

FULL FREEWAY CLOSURES will occur twice during the weekend: Friday at 11:45 p.m. until Saturday at 6 a.m., and again on Sunday at 11 p.m. until Monday at 5 a.m.

During the first six-hour FULL FREEWAY CLOSURE, moveable median barriers will be placed that will guide all motorists onto the northbound side when I-710 is re-opened on Saturday at 6 a.m. The number of lanes available to motorists will be reduced: two lanes for northbound travel and three for southbound. On Sunday at 11 p.m., another FULL CLOSURE occurs to remove the temporary barriers in time for the Monday morning commute.

CLOSED On-ramps to northbound I-710:

Eastbound & westbound on-ramps from Rosecrans Avenue & Imperial Highway

CLOSED On-ramps to southbound I-710:

Eastbound & westbound on-ramps from Florence Avenue, Firestone Blvd & Imperial Hwy

CLOSED Freeway Connectors: Eastbound and westbound I-105 to northbound I-710

I-710 Full Freeway Closures are scheduled for these weekends:

September 10-13 September 17-20

September 24-27

October 1-4

October 8-11

RESTRICTIONS: Speed reduced to 45mph. No oversized loads permitted due to narrow lanes.

DELAYS AND DETOURS: Motorists can expect delays and are advised to use alternate routes and marked street detours. Trucks are advised to use Garfield Avenue.

PROJECT DETAILS: This pavement rehabilitation project will apply several layers of a long life asphalt concrete mix that will provide the roadway with several decades of service, improve pavement performance, require less future maintenance and result in a smoother ride for the traveling public. The contractor for the \$50 million project is Sully-Miller. The project is 50% complete. The estimated completion date is spring 2011.

BENEFITS OF EXTENDED WEEKEND CLOSURES: Moving all motorists to one side of the freeway allows construction crews to work safely and continuously for 53 hours throughout the volumes are normally higher.