

SRCAR At A Glance

February 21, 2006



News from SRCAR

Residential Purchase Agreement Class Scheduled

Join SRCAR on Friday, May 12, 2006 for the Residential Purchase Agreement (RPA) Class at SRCAR. This class will be taught by SRCAR Counsel John Giardinelli. Registration begins at 8:30 a.m. with class scheduled to begin at 9:00 a.m. Cost is \$15.00 for REALTORS® and \$30.00 for all others. No DRE Credit is given for this class. Contact SRCAR as soon as possible as seating is very limited – 951/894-2571. This class has sold out every time it was offered in 2005 and was sold out for the February offering. Don't delay – contact us today.

Parking at the Association

As the Association grows larger and larger, parking at the Association becomes a bigger issue. We ask that when you attend events and meetings at the Association, to please park either on the street or in designated parking spaces only. Please do not park directly behind the Association office (behind the role up door), at the corner curbs (McAlby and Adams) or in the lots across the street. Thank you.

MLS at SRCAR New Fax/E Number Established

A new fax/e number has been established for the MLS area within SRCAR. Please use it when sending new listings and changes to existing listings within the MLS at SRCAR. This fax/e number will go directly to jennifer@srcar.org within the Association. The new fax number is: 951/572-3721.

This new fax/e number was established to assist members when submitting new listings and changes to existing listings directly to the MLS Department rather than through the central fax at the Association office. We hope that you will take advantage of this new service. Should you have any questions, please contact Jennifer Lipscomb at SRCAR at 951/894-2571, ext. 134 or email jennifer@srcar.org. Thank you.

REALTOR® Dues Billing

If you have not paid your 2006 Annual REALTOR® Dues, a late fee of \$25.00 has been added to your bill. Dues with the late fee are due by 5:00 p.m. on Tuesday, February 28, 2006 in order to avoid being terminated as a REALTOR® with SRCAR. Payments received after 5:00 p.m. on Tuesday, February 28, 2006 will be subject to all new application fees (\$75.00 for Local and \$30.00 for the State). Remember, if you choose not to pay for this level of your membership, you will not have access to WINForms and other great REALTOR® Membership Benefits and are not considered a REALTOR® member in good standing with SRCAR. If you have questions regarding this, please call the Association office at 951/894-2571.

MLS Citation/Fine Policy Changes Coming

Effective January 1, 2006, this revision to the Citation/Fine policy becomes effective. The policy was distributed to Designated REALTORS® at their meeting in September. Copies of this document are also available on the website at www.srcar.org. The document is located on the home page on the right of the screen.

In order to learn more about the new revisions to the MLS Citation/Fine Policy, special training has been scheduled for the following date with more dates scheduled quarterly:

- Thursday, April 13, 2006 @ 1:00 p.m.

The training class is approximately 2 hours. Please call the Association office (951/894-2571) to put your name on the list for attendance at this class.

A new fax/e number has been established for this area. Please use it when reporting violations to the Association. This fax/e number will go directly to the mlsviolations@srcar.org address within the Association. The new fax number is: 951/572-3700. In addition, violations can also be reported via the new 800 line for this department only. The number is: 800/919-1008. We urge you to report any violations using either this fax method or the new 800 number. Thank you.

New Membership Signups

New members should plan to join the Association during the following hours: **8:30 a.m. to 11:30 a.m. and 1:30 p.m. to 4:00 p.m.** This time period will provide adequate assistance in joining and avoid any unnecessary delays. Please make sure that the application is completed with the MLS Participant/Designation REALTORS® signature. This will enable the staff to complete the process in a more timely and efficiently manner. Your assistance is greatly appreciated. Thank you.

A new fax/e number has been established for this department. Please use it when submitting new membership applications and changes to existing members to the Association. This fax/e number will go directly to the membership@srcar.org address within the Association. The new fax number is: 951/253-4795. We hope that you will take advantage of this new service.

Important Numbers:

- Supra Technical Support @ 800/545-9601 or 877/699-6787
- MRMLS Tech Support @ 800/925-1525 (from 909/951 area codes); 626/574-3830 (from all others)
- WINForms Support Center – 586/840-0140 (<http://support.zipform.com/>)
- CAR Legal Hotline: 213/739-8282
- SRCAR General Office Fax Number: 951/894-2572
- MLS Citations & Fine Policy Department Fax Number at SRCAR @ 951/572-3700
- MLS Citations & Fine Policy Department Toll Free Number @ 800/919-1008
- Membership Department Fax Number at SRCAR @ 951/253-4795
- MLS Department Fax Number at SRCAR @ 951/572-3721

Grievance & Professional Standards (aka Complaint) Department Toll Free Number @ 800-446-3646

News from MRMLS

MRMLS Computer Training

Join the training staff from MRMLS for Computer Training on Thursday, March 16, 2006 for the following classes:

- Listing Upload & Digital Photo (10-12)
- Matrix/SmartMap & Realist (1-4)

Reservations are strongly suggested. Please call SRCAR to reserve your seat today at 951/894-2571. These classes will be offered each month on the 3rd Thursday in the large meeting room at the Association. Please see the calendar for exact dates on the Association's website at www.srcar.org.

Smart Trac Arriving February 21, 2006

Smart Trac is a cutting edge web-based application that will improve and simplify the management of your real estate transactions. Smart Trac's automated online toolsets let you manage your files on the run.

Smart Trac features:

- **Fast 24 hours of convenient online access**
- **Manage, Streamline, and Automate To Do Tasks Templates**
 - Develop a customized task template by property type, sale, and function. Smart Trac will help you calculate and schedule key dates for each "To Do Item".
- **Digital Document Management**
 - Allows you to fax and upload all levels of documents from blank to fully executed, and everything in between. All documents will automatically receive a "date and time stamp" and will greatly assist in the management of all alterations of these documents.
- **Online File Management**
 - Allows you to quickly filter, manage, package, search, sort, and view documents at each phase of the transaction.
- **Service Provider Management**
 - Allows you the ability to communicate and place orders to service providers via fax, email, or text message. Service Providers who have access to the Smart Trac can upload documents for you to review.
- **Powerful Reporting**
 - Collaboration tool help all parties come together in one place. Users only have access to data pertinent to them.

On February 21, the MRMLS Central Site (www.imrmls.com) will have a direct link to the Smart Trac information webpage. This webpage will contain important information such as where to receive and register for training. There are three types of training, **Live Class Training** (held at your Local Association or Board of Realtors), **Webinar** (an online seminar), and **Self-Paced Online Training** (a series of interactive videos). All forms of training include a brief quiz; after passing you will be given full access to Smart Trac. Smart Trac's webpage will be your one stop for all question and training needs.

MRMLS is dedicated to provide the best systems, services, and training possible. Our training options reflect a blended learning strategy that will accommodate to all your training needs.

MRMLS Presents Smart Trac

Smart Trac web-based application automates, streamlines, and simplifies real estate transactions from listing to closing to post-close. Smart Trac automated 24/7 online access lets you manage files on the run. Training to be held at SRCAR on Friday, March 3, 2006 from 10 to 11:30 a.m. and 1:00 to 2:30 p.m. Call SRCAR to reserve your seat at 951/894-2571.

No Photo Notification

In order to improve the quality of the MRMLS listing database, the MRMLS Board of Directors and Association Executives approved the development of the No Photo Notification system. On behalf of your Association, MRMLS will be sending an automated notification when a listing passes 10 days of age without a photo.

MLSphotos.com offers a service to take a photo of your listed property for you. MLSphotos.com also has the ability to upload photos directly to your listings. Your Association office may also offer or refer a photo taking service. Depending on your Association's violation policy, a pending photo from a photo take service may not excuse a violation.

MRMLS also offers classroom instruction on photo upload at the Association offices. Photo maintenance is also covered in our Listing Upload manual, which can be found by selecting Training, Manuals, IMRMLS and Listing Upload from www.IMRMLS.com.

Though MRMLS policy contains actionable violations, the no photo violation is a referral to your Association. Each association served by MRMLS has their own Violation policies and procedures. Disputes or questions about violation policy should be directed to your Association Office. See Association Contacts from www.IMRMLS.com for further information.

MRMLS is dedicated to bringing you the best possible systems and service. We feel that an improved consistency with photos will benefit all members.

News from CAR

New Legal Information

Member Legal Services has published a revised legal memorandum, [Property Tax Exemptions from Reassessment](#) (February 16, 2006). It is available on Legal's [What's New](#) and the [Legal Memoranda](#) pages on C.A.R. Online. This legal memorandum has been updated for accuracy. There are no substantive changes to the law.

New Legal Information

Member Legal Services has published a revised legal memorandum, [Servicemembers Civil Relief Act](#) (February 10, 2006). It is available on Legal's [What's New](#) and the [Legal Memoranda](#) pages on C.A.R. Online. This legal memorandum has been updated and citations have been added. The Servicemembers Civil Relief Act supersedes the Soldiers' and Sailors' Civil Relief Act (and the former legal memorandum of the same name). There have been several substantive changes to this memorandum.

JOIN C.A.R.'S CLIENT SATISFACTION PILOT PROGRAM TODAY

Do you know how your clients feel about their homebuying or selling experience? If not, you may wish to participate in C.A.R.'s Client Satisfaction Pilot Program. This program is designed to provide you with the tools necessary to offer your clients a superior level of customer satisfaction through a three-part approach: agent training, a third-party client satisfaction survey service, and real-time results. This program will help you understand how to help better serve your clients' needs.

To ensure the program's success, we need a limited number of REALTORS®--agents, brokers and companies--to participate in this one-year pilot program. The costs involved in this program will be

discounted in exchange for sharing the research with C.A.R. If you are interested in participating in this important program, or if you would like more information, please contact Sara Sutachan at (213) 739-8224 or saras@car.org.

NO NEW DISCLOSURE REQUIREMENT FOR ASBESTOS HAZARD ZONES

Although the California Legislature recently considered Senate Bill 655 (Ortiz) regarding naturally occurring asbestos hazard zones, the bill was defeated and did not become law. Some incorrect information circulated by Property I.D., a disclosure company, has created confusion on this issue. Property I.D.'s publication "Disclosure Watch," dated January 2006, incorrectly states that Assembly Bill 459 (Oropeza), companion legislation to Senate Bill 655, "requires sellers and their agents to disclose to prospective buyers if the property is located in a 'Naturally Occurring Asbestos Hazard Zone.'" In fact, AB 459 does not say that, nor does it impose a new disclosure requirement for asbestos hazard zones.

A local city or county could, however, impose its own local disclosure requirement of naturally occurring asbestos, such as the one enacted by El Dorado County, provided it is made on the local option form. El Dorado County is the only local ordinance of this sort of which C.A.R. is aware. Of course, the local ordinance only applies to properties in that county.

CALIFORNIA FORECLOSURE ACTIVITY RISES

The number of mortgage default notices sent to California homeowners increased during the fourth quarter of 2005, rising 19 percent from third quarter, according to a recent report by DataQuick Information Systems. Lending institutions sent default notices to nearly 15,000 homeowners between Oct. 1 and Dec. 31, up 15.6 percent when compared with the 12,978 default notices sent during the same period one year earlier.

Declining home appreciation rates impacted the rise in default activity during the fourth quarter, according to the report. While all regions of California experienced an increase in foreclosures, mortgage loans were least likely to go into default in Marin County and most likely in the Central Valley and Inland Empire.

Important WINFORMS® Update

RENEW YOUR WINFORMS® SOFTWARE BEGINNING MARCH 1

Both WINForms Online® and WINForms® Desktop electronic forms software, used by more than 110,000 REALTORS® statewide, must be renewed by March 31 so that you can continue using this free member benefit. Please read the brief instructions below for more information on renewing the version of the software you are using.

How do I renew WINForms Online®?

As a Web-based software program, WINForms Online® will automatically prompt you with a renewal screen beginning March 1. Just follow the simple prompts and click on the "I Accept" button to accept the License Agreement to renew your software for another term of use. You must renew WINForms Online® by March 31 or the software will expire.

How do I renew WINForms® Desktop?

Beginning March 1, WINForms® Desktop will prompt you to renew the product every time you access the software. Click on "Renew now," accept the License Agreement, and you will have access to the software for another term of use. You must renew WINForms® Desktop by March 31 or the software will expire. Please note: You must be connected to the Internet to successfully renew the software.

News from NAR

NAR Prepares For Long Antitrust Fight

The U.S. Department of Justice has taken an action that signals it will be a hard fight as NAR defends brokers' right to determine how their listings are displayed on the Internet. The DOJ filed a brief arguing against a motion NAR filed in December seeking to dismiss the agency's antitrust lawsuit against the association. To read an update on the lawsuit in a letter by NAR President Thomas M. Sevens, [click here.](#)

Progress in New Orleans Ahead of NAR Conference

Thanks to efforts by businesses and city staff working with federal and other specialists, storm-damaged New Orleans is making great strides as it prepares for the 2006 REALTORS® Conference & Expo, Nov. 10-13. "The city is coming back!" says Sue Gourley, vice president of NAR's convention group. Gourley will report regularly on city rehabilitation progress in the months ahead. To read her first report, [click here.](#)

NAR Urges House to Fund Flood Insurance

NAR sent a letter last week to members of the U.S. House of Representatives urging an increase in borrowing authority for the National Flood Insurance Program. The program is expected to run out of money for paying claims in the next few days. Due to the extreme losses caused by hurricanes Katrina, Rita, and Wilma, the program needs up to \$25 billion to meet its obligations. But some members want to attach program reforms to any increase in borrowing authority. Both the House and the Senate are expected to consider the issue this week.

Tax Reform Debate Unlikely This Year

President George W. Bush in his FY 2007 budget submission to Congress last week and in his State of the Union address made only perfunctory mentions about tax reform. He barely acknowledged the tax reform panel he commissioned last year and whose recommendations caused such a stir in the real estate industry because of proposals to curb the mortgage interest deduction and other real estate tax breaks. The President's lack of attention to the recommendations suggest tax reform won't be on the agenda this year. NAR analysts think 2007 might be another matter, though, as lawmakers continue to grapple with ways to reduce the complexity of the Tax Code and address problems with the Alternative Minimum Tax.