

SRCAR At A Glance

March 28, 2006



News from SRCAR

A Reminder Please – The Staff at the Association office received numerous calls each day regarding legal questions, the use of specific forms in a real estate transaction as well as how to complete the forms. As a reminder, the Staff at SRCAR are not licensed in real estate nor are they attorneys and can not provide this type of information. Please seek the guidance of your Broker or Office Manager and when necessary, please use the CAR Legal Hotline at 213-739-8282. Thank you.

Changes to the Tuesday Marketing Meetings at SRCAR – Although announcements have been made, no official changes have been made to the Tuesday Marketing Meetings currently. A proposal regarding changes is to be submitted to the Board of Directors in the coming weeks. Stay tuned for more details.

Legal Update/Brown Bag Lunch Coming – Mark your calendars to attend the next SRCAR Brown Bag Lunch on Thursday, April 27, 2006 at 11:30 a.m. Guest Host will be John Giardinelli, Counsel for the Association and the subject will be a "Legal Update". John will be leading discussion on the latest issues affecting you as real estate practitioners as well as a forms update. Seating is limited so please RSVP to the Association office at 951/894-2571. This event is open to SRCAR REALTORS® and Affiliates only. Thank you.

Applications Now Being Accepted for Positions with the Board of Directors – Qualified members, interested in serving as a Director with the Southwest Riverside County Association of REALTORS®, are urged to complete and return the Candidate Form (online at the Association's website at www.srcar.org). The Nominating Committee, chaired by Past Chairman of the Board, Marjo Wood, will begin holding meetings in the very near future to begin the selection of the slate for Directors for 2006. There will be five (5) vacancies on the Board of Directors beginning January 2007. Each position will be for a term of three years. Completed Candidate's Forms must be returned to the Association office – attention Nominating Committee by Monday, May 1, 2006. Elections will take place on line July 1st through the 21st with results announced at the SRCAR Annual Meeting on July 25, 2006 and then posted on the website. As a reminder, you must be a REALTOR® member in good standing with the Southwest Riverside County Association of REALTORS® to be a candidate for the Board of Directors.

Volunteers – As a reminder, if you wish to volunteer to serve on a committee of the organization, you must be a REALTOR® or an Affiliate in good standing with the Southwest Riverside County Association of REALTORS®. This is in accordance with the Bylaws and Procedures of SRCAR. Thank you.

Agency & Risk Management – Are You Safe? – SRCAR will be presenting a class on Agency & Risk Management on Monday, May 8, 2006 at the Association Office. Registration begins at 8:30 a.m. with Class scheduled from 9:00 – 4:00 p.m. This course will be taught by John Giardinelli, Counsel for SRCAR. John will be providing you with tips on protecting yourself in this ever changing real estate environment. Cost is \$15 for REALTORS® and \$30 for All Others. This event is sponsored by Integra Funding. Seating

is limited so please contact the Association Office today at 951-894-2571. No DRE Credit is given for this class.

New Maps Approved – At the Board of Directors meeting of the Southwest Riverside County Association of REALTORS®, new area maps have been approved for Temecula & Murrieta and Lake Elsinore, Wildomar & Canyon Lake. These maps will be available on the Association's website in the coming weeks. Special thanks and appreciation to those members who helped update these documents as well as Jennifer Lipscomb, MLS Staff at SRCAR. Please look for the maps on the website at www.srcar.org in the coming weeks.

Chaplin Services Available – REALTOR® Jim Tracy has volunteered his services as Chaplin (non-denominational) for Southwest Riverside County Association of REALTORS® members. Should you need these services, please contact Jim Tracy at Pacific Pride Property at 949-212-7026. Thank you.

SRCAR Annual Meeting Scheduled and Speaker Selected – Mark your calendars today to attend the Annual Meeting of the Southwest Riverside County Association of Realtors®. This event will be on Tuesday, July 25, 2006 at the Pechanga Resort & Casino. Tickets to go on Sale in June. This year's guest speaker will be Neil Kalin, Associate General Counsel with the California Association of REALTORS®. Neil will be providing us with a mid-year legal update. Not only is Neil a very informative speaker, he also brings humor and good fun to his presentations. We hope that you will make plans to join us.

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 roll up door), behind the Church's Suite, at the corner curbs (McAlby and Adams) or in the lots across the street. Your cooperation is greatly appreciated by SRCAR. 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.

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.

2nd Annual Easter Seals Benefit Scheduled – Black Mambo is back - May 13, 2006 from 6:30 to 10:00 presented by Century 21, Wright & Stuart Cellars. Cost is \$75 per person. Evening includes: Logo Glass, Two Tickets for Wine, Dinner, Music & Dancing, and Raffle – Tables of 10 can be reserved for \$1000 – Must be 21 years of age – Tax Deductible – Rain or Shine No Refunds. For more information, please call Century 21, Wright at 951/694-5300 or Stuart Cellars at 951/676-6416.

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

REALTOR® Orientation Scheduled – Attention New SRCAR REALTORS® - the next scheduled new member orientation will be on Friday, May 5, 2006 at the Pechanga Resort & Casino (in the Ballroom area) at 8:30 a.m. A continental breakfast will be provided. Reservations are mandatory. Please call the SRCAR office today to reserve your seat at 951/894-2571. Remember, attendance at orientation is a requirement of being a REALTOR® with SRCAR. Don't delay, register today.

News from MRMLS

Frequently Asked Questions about Smart Trac Available On-Line at www.imrmls.com

To access the FAQ, from the [imrmls.com](http://www.imrmls.com) home page, click the Smart Trac animation and select FAQ.

MRMLS has developed a list of Frequently Asked Questions (FAQ) for our members. This FAQ was developed based upon the questions that new users of the system have reported. The real benefits of Smart Trac will be realized more and more as members become proficient in the use of this state-of-the-art technology platform.

Below is a sample of some of the questions:

- **What is Smart Trac?**
- **Can we use Matrix or iMRMLS and Smart Trac simultaneously?**
- **If a property is not listed in Matrix or iMRMLS can it be accessed via Public Records?**
- **Do out of area agents have access to the system?**
- **How do documents get entered into the computer?**
- **In what format will a WINForms® document be imported?**
- **Can you be auto-notified for To-Do list items?**

Below are some of Smart Trac's features:

- **Fast 24 hours of convenient online access**
- **Manage, Streamline, and Automate To Do Tasks Templates**
- **Digital Document Management**
- **Online File Management**
- **Service Provider Management**
- **Powerful Reporting**

This Smart Trac FAQ is a great reference for all new users of Smart Trac. We encourage you to refer to it as questions come up. Though all members can access Smart Trac now, please note that completion of Smart Trac training is required before you can create a new transaction. We highly encourage all members to take Smart Trac training.

See our Smart Trac webpage for the FAQ's and Smart Trac training:
http://www.imrmls.com/centsite/smart_trac.htm

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.

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. Please visit the MRMLS Home Page for training opportunities at www.imrmls.com.

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.

(SRCAR will be adding this policy to the MLS Citation Policy in the coming weeks. More information will follow. Thank you.)

News from CAR

Member Legal Services has published a new legal memorandum, [Loan Fraud Alert: Be Wary of Price Inflation Schemes](#) (March 20, 2006). It is available on Legal's [What's New](#) and the [Legal Memoranda](#) pages on *C.A.R. Online*. This legal memorandum provides an important announcement to our members.

C.A.R. -SPONSORED BILLS MOVE THROUGH THE LEGISLATURE

Two bills sponsored by C.A.R. are scheduled to be heard on the Senate or Assembly floors this week. AB 1963 (Leslie), "Real Estate Brokers License," which will be heard by the Assembly Business and Professions Committee, seeks to make two years of "general real estate experience" a requirement for those seeking a broker license. Existing law allows the real estate commissioner to grant a broker license to applicants without the two years of real estate experience if they hold a degree from a four-year college or university and specialized in real estate or can demonstrate the equivalent education and experience. C.A.R. is sponsoring AB 1963 to prevent such "degree brokers" without real estate experience from also supervising inexperienced salespeople. Under AB 1963, all applicants must have two years of general real estate experience in addition to passing the broker license exam and

holding a valid salespersons license before they are granted a broker license.

Also this week, C.A.R.-sponsored SB 1177 (Hollingsworth), "Density Bonus," is scheduled to be heard by the Senate Transportation and Housing Committee. In recent years, C.A.R. has sponsored legislation to improve the use of the state's density bonus law and to make the law more easily understood and functional. SB 1177 aims to prohibit local governments from examining the financial records of housing developers seeking a density bonus when they apply for a waiver or reduction in development standards. Requiring developers to open their records to local government in order to prove that a waiver or modification of development standards is necessary gives local governments the opportunity to dictate the developers' profit, as well as the type of appliances, marketing strategies and design styles that should be included in the development. Additionally, because local governments are not financially contributing to the subdivision, they should not have the right to inspect the financial records.

RENEW YOUR WINFORMS® SOFTWARE BY MARCH 31

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. To ensure a smooth renewal process, configure your security/firewall software to allow WINForms®. For more information about configuring the Norton, McAfee or Zone Alarm products, visit <http://winforms.com/faq/faq.html>.

LEADING INDEX SIGNALS ECONOMIC GROWTH IN THE NEAR TERM

The U.S. leading index, a key barometer of economic conditions, declined 0.2 percent to 139.0 (1996=100) in February after increasing the previous four months, The Conference Board recently reported. Five of the 10 indicators composing the leading index increased last month, including manufacturers' orders for nondefense capital goods, real money supply, average weekly manufacturing hours, manufacturers' orders for consumer goods, and interest rate spread. Despite the decline, the leading index suggests economic growth is "likely to pick up in the near term," according to the report.

The coincident and lagging indices, which reflect current and past economic activity, respectively, increased in February. The coincident index edged up 0.3 percent to 122.1, while the lagging index rose 0.1 percent to 122.6.

News from NAR

2007 REALTORS® Conference & Expo Moves to Las Vegas - Due to the unavailability of certain key Chicago facilities, the 2007 REALTORS® Conference & Expo will now be held in Las Vegas. The new conference dates are Nov. 12-16, 2007. More details on scheduling and hotels will be provided next year.

Senate Committee Approves Small Business Health Plan Legislation - On Wednesday, March 15, the Senate Health, Education, Labor, and Pensions Committee approved the Health Insurance Marketplace Modernization and Affordability Act of 2006. In preparation for the committee vote, NAR conducted a fly-in of federal political coordinators for senators serving on the committee and issued a targeted Call for Action to REALTOR® members in those states represented by senators on the committee. Once approved by the full Senate, a House-Senate conference will be necessary to resolve the differences between the Senate and the House bill that passed last year.