

SRCAR At A Glance

September 19, 2006



News from SRCAR

SRCAR Designated REALTORS®/Owners & Office Manager Meeting Scheduled – By special invitation only, SRCAR Designated REALTORS®/Owners & Office Managers are invited to the next scheduled DR meeting on Thursday, September 28, 2006 at 11:30 a.m. at the Association office. Guest Speaker will be Art Carter, CEO with MRMLS who will provide an update on the current MLS System Change to take place on October 3, 2006. Lunch will be provided.

Due to limited seating, this meeting is open to only Designated REALTORS®, Owners & Office Managers who are members with the Southwest Riverside County Association of REALTORS®. You must RSVP to the Association office no later than 9:00 a.m. on Tuesday, September 26, 2006 in order to attend. Thank you.

Upcoming Educational Opportunities for SRCAR Members at the Association Office – visit the Association's website at www.srcar.org for more information regarding any of the following events:

September 25, 2006 – Get into the Buyers & Investors Market Now by Integra Funding Group – 10:00 a.m. to 12:30 p.m. – Lunch w/be provided. Contact Tina at 951-308-2257.

October 3, 2006 – Calculator Training on Qualifier Plus IIIX – Have You Reached Your Income Potential for 2006? Presented by Home Loan Experts. RSVP to Juliana Larabee at 951-296-5340 or 970-6376.

October 9, 2006 – US RealNet w/Roger Singer sponsored by LandAmerica Gateway Title from 12:00 Noon to 2:00 p.m. – RSVP to Michelle Bacon at 951-961-8422.

October 11, 2006 – 9:00 to 12:00 Noon – Call Capture Class (Agents/Lenders) sponsored by Scott Harris with Fidelity Title.

October 11, 2006 – 1:00 to 4:00 p.m. – FREE – Achieving Success in Real Estate w/Michael Valenti – 3hrs DRE Credit. RSVP to Practical Resources at 760-753-4066.

Website Update – Have you taken a few moments to visit the Association's website at www.srcar.org? If not, please do so today. Lots of new and enhance items are there for your information on the Southwest Riverside County Association of REALTORS®. Comments regarding the site and its features can be directed to Daniel Brincat, IT Manager (Daniel@srcar.org) at the Association office.

Matrix System is Coming – In early fourth quarter 2006 (October 3, 2006), MRMLS will transition from IMRMLS to MRMLS Matrix. All entry of listings will occur in our new Matrix program at that time. As a result, MRMLS would like to officially reintroduce MRMLS Matrix, the new state-of-the-art Web-based MLS system. Overview classes are available, but space is limited, so sign up now!

Go to <http://www.imrmls.com/centsite/training.html> to sign up for training. The next class offered at the Association office will be on Thursday, September 21, 2006. **The training schedule is as follows: Listing Upload – Matrix (10-12), Matrix Overview (1-2:30) and SmartMap (2:45-3:45).** Seating is limited so please RSVP today with your Association office at 951-894-2571. Thank you.

As a reminder, when the Matrix System becomes the primary system, the history from the previous system will be transferred over. Unfortunately, your prospects will not and you will need to set up this feature in the Matrix System.

Auto Pay to Discontinue January 1, 2007 – If you currently have a credit card authorization on file with the Association of REALTORS® to pay your quarterly MLS Dues and Lockbox Fees, please be advised that as of January 1, 2007, this service will no longer be available. Dues can be made via the Association's website at www.srcar.org – it is safe and secure and a receipt will be issued to you immediately. You can pay using your Visa, MasterCard, American Express and Discover Credit Cards. Debit cards will also be accepted provided they have the Visa or MasterCard logo on them. If you have any questions, please do not hesitate to contact a member of your Association Staff at 951-894-2571. Thank you.

Tuesday MLS Marketing Meeting Has Moved – As a reminder, the Tuesday MLS Marketing Meeting has moved to the Temeku Theatres in Temecula (near K-Mart). The meeting begins at 8:30 a.m. with Beverages & Breakfast provided by one of our Great SRCAR Affiliates and their company. The meeting is hosted by a member of the Board of Directors and Bernie Thomas.

Any listings Members wish to be included on the caravan for the Tuesday Marketing Meeting preview must have the listing in the "Agent Open House" section of the MLS by 7:00 a.m. the Tuesday of the caravan. Any listings received after the stated time may not be included in the printed caravan sheet that is distributed at the Tuesday meeting. Copies of the printed caravan sheet will be made available either at the Tuesday Marketing Meeting or at the Association office.

Members who have properties on the weekly tour and who are attending the Marketing Meeting are asked to sit in the first few rows at the Theatre so that promoting your listings during the meeting will be easier to pass the microphone.

Members are urged to place photos of their properties on their listings so that they maybe highlighted at the tour meeting when the properties are scheduled for tour. Any questions about placing properties on tour can be directed to the SRCAR Staff at the Association office at 951-894-2571.

On behalf of the Board of Directors of the Southwest Riverside County Association of REALTORS®, members will be receiving a survey on the Tuesday MLS Marketing Meetings during the week of September 18th. The survey asked just some general questions regarding the meeting and should take no more than 1-2 minutes to complete. The purpose of the survey is to gather some general information. Thank you.

A Reminder Please – The Staff at your Association office is receiving 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.

In addition, we ask that you please not yell or curse at the Association staff. You do not like it when you are yelled at or cursed at by others; we ask that you please extend the same courtesy to the Association staff. The staff at the Association is here to work with you and for you and to provide you service within the established guidelines of the organization. While you may not like a particular policy, the staff did not draft the policy. Changes can be made to existing policies by simply putting your comments, questions and concerns to the attention of the Leadership. Upon receipt these questions, comments and concerns will be addressed by the Board of Directors at their next scheduled meeting for possible action. Thank you.

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 951-699-3199 or by cell at 949-212-7026. 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 mls@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 mls@srcar.org. Thank you.

New Email Address for the Supra/Lockbox Department at SRCAR – A new email address has been established at the Association office for questions, comments and concerns regarding the Supra Keys & Lockbox Department. The email address is: suprakeys@srcar.org. Michele Medley from the Association office is currently the staff administrator in this area. Michele can be reached at 951-894-2571. 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 or mlsviolations@srcar.org
- MLS Citations & Fine Policy Department Toll Free Number @ 800/919-1008
- Membership Department Fax Number at SRCAR @ 951/253-4795 or membership@srcar.org
- MLS Department Fax Number at SRCAR @ 951/572-3721 or mls@srcar.org
- Grievance & Professional Standards (aka Complaint) Department Toll Free Number @ 800-446-3646
- Supra/Lockbox Department at SRCAR @ 951-894-2571 or suprakeys@srcar.org

News from MRMLS

MRMLS Computer Training – Join the training staff from MRMLS for Computer Training on Thursday, September 21, 2006 and/or October 19, 2006 for the following classes:

- Listing Upload – Matrix (10-12)
- Matrix Overview (1-2:30)
- SmartMap (2:45-3:45)

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.

Have You Seen The Video?



MRMLS announces online video training, quick reference guides, and detailed manuals, on how to create and modify a listing using the MRMLS Matrix system. A video on how to upload and automatically resize up to 20 photos is also available:

- **Add a Listing:** <http://vc.mrmlsu.com/vc/viewlet/704294/>
- **Modify a Listing:** <http://vc.mrmlsu.com:80/vc/viewlet/897798/>
- **Upload a Photo:** <http://vc.mrmlsu.com:80/vc/viewlet/491897/>

For written instructions on how to add a listing please view our new

Quick Reference Guide at: http://media.mrmlsmatrix.com/help/matrix_manuals/ORG_MatrixListingUpload.pdf

If you would like more detailed information on how to add a listing, please see our **MRMLS Matrix Listing Upload Manual** at: http://media.mrmlsmatrix.com/help/matrix_manuals/MatrixUpload.pdf

News from CAR

COURT LIMITS REAL ESTATE COMMISSIONER'S POWER TO REVOKE LICENSE - The California Department of Real Estate (DRE) cannot revoke a real estate license for the commission of any crime. The crime used as a basis for the license revocation must substantially relate to the functions the licensed profession and must be either a felony or a crime involving moral turpitude. This was the ruling of a California appellate court in the recent case of *Petropoulos v. Department of Real Estate* (2006 WL 2498015).

This case resolves the interplay between two sections in the California Business & Professions Code. Section 10177(b) allows the DRE to suspend or revoke a real estate license if the licensee is convicted of (or pleads guilty to) a felony or a crime involving moral turpitude. Section 490, on the other hand, allows a licensing board, such as the DRE, to suspend or revoke a license if the licensee has been convicted of a crime substantially related to the qualifications, functions, or duties of the licensed profession.

In this case, real estate broker Jim Petropoulos pled guilty to misdemeanor battery for a domestic violence incident and no-contest for another incident. Three years later, the DRE filed a disciplinary action against Mr. Petropoulos. Because, among other things, Mr. Petropoulos and his then girlfriend gave highly inconsistent accounts of their altercation, the DRE failed to establish clear and convincing evidence that Mr. Petropoulos "acted with the sort of 'readiness to do evil' or 'baseness, vileness or depravity' that generally characterize crimes of moral turpitude." The DRE thus conceded that "under the facts of the convictions in this case there is no moral turpitude" as required for a misdemeanor under section 10177(b). The Real Estate Commissioner nevertheless revoked Mr. Petropoulos's license by relying solely on section 490.

Mr. Petropoulos filed a writ of mandate to set aside DRE's decision. He argued that sections 10177(b) and 490 are not two independent grounds for disciplinary action, but that section 490 restricts the DRE's power to take disciplinary action under section 10177(b). The Court of Appeal agreed.

Looking at the legislative history of section 490, the Court stated, "the starting premise for both the 1972 and 1974 amendments was that the [licensing] boards enjoyed too much discretion under their licensing statutes, and were exercising it in an arbitrary and standardless fashion to further penalize licensees for crimes that had no bearing on . . . their fitness to practice their profession." The Court concluded that section 490, standing alone, does not authorize DRE to suspend or revoke a salesperson or broker's license but that it must be read in conjunction with 10177(b) which requires underlying nonfelony crimes to involve moral turpitude in order to discipline a licensee. The Department of Real Estate is considering an appeal of the decision to the California Supreme Court or a request for depublication of the opinion.

California REALTOR® EXPO 2006, the state's largest real estate trade show, draws thousands of California's key franchise execs, top producers, and movers and shakers every year for educational, networking and professional development opportunities. In addition, hundreds of top industry vendors and service providers showcase their latest products and information in the Exhibit Hall. And, a special pre-EXPO event, Tech Tuesday, features a full day of comprehensive training geared toward assisting today's REALTOR® to stay on the cutting edge of real estate technology.

Don't miss your chance to hone your professional knowledge and network with peers at the California REALTOR® EXPO 2006 at the Long Beach Convention Center. **October 17 - 19, 2006 at the Long Beach Convention Center.**

News from NAR

Former Presidents Bush, Clinton to Speak at NAR Conference -Joining REALTORS® at the site of the most destructive hurricane ever on U.S. soil will be former presidents George H.W. Bush and William Clinton. They'll take the stage during the General Session at the 2006 REALTORS® Conference & Expo in New Orleans. Presidents Bush and Clinton -- who worked together on relief efforts after the 2004 South Asian tsunami and again after Hurricane Katrina in 2005 -- will talk about their Katrina relief efforts. The Bush-Clinton Katrina Fund has raised more than \$100 million to date and has so far announced \$40 million in grants to the affected states and \$30 million in grants to higher education institutions that were devastated by Katrina, the presidents' foundation Web site says. REALTORS® and others in the real estate community have stepped up to the plate, too, contributing some \$18 million to the REALTOR® Relief Foundation, American Red Cross, United Way, and other charities to help storm victims. Also at the General Session, NAR 2006 President Thomas M. Stevens will give his industry address and recognize the outstanding achievements of REALTORS®. The General Session is Saturday, Nov. 11, 4-6 p.m. For more on the conference, [click here](#). To register online, [click here](#).

Federal Work Group Hears REALTOR® Health Insurance Concerns - NAR submitted comments about the need for small business health insurance to a congressionally chartered working group looking at the health insurance issue. The U.S. Citizens Health Care Working Group has also encapsulated REALTOR® concerns in its interim recommendations based on a forum NAR hosted as part of its Midyear Legislative Meetings earlier this year in Washington.

NAR: Home Prices Expected to Fall for Remainder of 2006 - Housing prices are expected to continue to have a limited fall throughout 2006, NAR President Thomas M. Stevens said today at a Senate Banking Committee hearing on the implications of housing market conditions on the national economy. Stevens said home prices realized slight appreciation over the last year, though it was less than 1 percent, compared to double-digit increases over the past few years. Adjustments to the housing market are not unique and can often be necessary, said Stevens. NAR forecasts a drop in home sales of around 8 percent in 2006, followed by another 2 percent decline in 2007.

U.S. Sen. Leader Wants Small Business Health Bill as Priority - U.S. Sen. Majority Leader Bill Frist (R-Tenn.) told NAR President Thomas M. Stevens in a phone call last week that his priority agenda includes getting NAR-backed small business health plan legislation passed before the Senate adjourns for the year in a few weeks. Frist has assembled a working group to help him move the bill forward. The Health Insurance Marketplace Modernization and Affordability Act

of 2006 (S. 1955) just narrowly missed coming up for a vote this summer, signaling that the bill has wide support. For more on the legislation, [click here](#). AEs, there is still time for you and your members to make a difference by contacting federal legislators and encouraging them to vote for this bill.

Home Sales Forecast Lowered, Prices to Dip Temporarily - Home sales during the rest of the year will be lower than earlier projections as the market works its way through an inventory and price imbalance. NAR Chief Economist David Lereah says the most obvious effect in the near term will be with home prices. "A year ago we had record home sales and tight supply with buyers bidding over the asking price," he says. "This year sales are slowing, homes are plentiful, and sellers are negotiating. Under these conditions, we'll probably see prices dip temporarily below year-ago levels as the market works through a build up in housing inventory." This is a normal pattern during a market correction, Lereah says. Home prices should return to positive territory within a few months and annual appreciation will be slower than historic norms, but buyers in most of the country who plan to stay in their home for several years at least will likely see gains in line with historic averages. For more info, [click here](#).

First REALTOR®-Built Home Goes Up in New Orleans - A New Orleans family soon will have a new place to call home. REALTORS® and the New Orleans Area Habitat for Humanity last week raised the walls on a house at 2131 Mazant St. in what will be the first home built in New Orleans as part of the REALTOR®-Habitat Partnership for Gulf Coast Recovery program. Under the program, each of the 54 state and territorial REALTOR® associations will sponsor and build a new home in the Gulf Coast region. The house will be dedicated in November when REALTORS® convene in New Orleans during the annual REALTORS® Conference & Expo, Nov.10-13. During that week, some 30,000 REALTORS® will bring hands-on help to New Orleans and the Gulf Coast by cleaning up damaged neighborhoods, building new Habitat for Humanity homes, clearing and planting in City Park, and bringing \$34 million in needed revenue.