



CONNECTION



Accelerated Building of Apartments in Transit Zones, Duplexes in Single Family Neighborhoods, Streamlined CEQA and More Housing News from Sacramento

By Karen Herrera
Government Affairs Director, WSGVR

With significant bi-partisan support, Governor Newsom signed into law in September three key pieces of housing legislation designed to reduce construction barriers, increase densities, and streamline CEQA. These actions, ideally, will result in more affordable and denser housing in a variety of neighborhoods across the state. Additional construction jobs, greenhouse gas emission reductions and a reduction of homelessness are also expected to be by-products.

Senate Bill 8 extends the Housing Crisis Act of 2019 until 2030 that limits local governments' ability to "downzone" neighborhoods without increasing density in other areas in addition to regulating restrictive affordable housing policies. The California Housing Opportunity and More Efficiency (HOME) Act, aka SB 9, makes it easier to build additional housing in areas zoned only for single family homes. Considered by some to be one of the most impactful housing proposals this year, for example allows owners to either build a duplex on a single-family lot or, divide the property to build up to four units. Newsom also signed Senate Bill 10, allowing local governments to access a streamlined zoning process to develop up to 10 housing units on a single lot near transit or in urban infill areas. It also eases California Environmental Quality Act (CEQA) process requirements.

The measures were not supported by local government were met with vocal opposition from the League of California Cities, the leading voice for communities in Sacramento. Their concern focused on both the loss of local control and the lack of collaboration from the State legislature on such a key issue.

Back in July of this year, the Governor signed SB 129, legislation including the biggest economic recovery package in California's history – the \$100 billion California Comeback Plan. Part of the Plan invested \$22 billion in housing and homelessness (\$10.3 billion for housing & \$12 billion for the unhoused) and was designed to create over 84,000 new affordable homes for Californians, including over 44,000 new housing units and treatment beds for people transitioning from homelessness. It also designates \$1.75 billion to expedite construction of an estimated 6,500 shovel-ready affordable multi-family units that have stalled due to limited supplies of tax-exempt bonds and low-income housing tax credits.



Special Announcement:

The West San Gabriel Valley REALTORS® (WSGVR) is pleased to announce that Karen A. Herrera, as our Government Affairs Director (GAD). Karen A. Herrera is a retired local government official with over 34 years of service, most recently serving as Deputy City Manager and Public Information Officer for the City of Duarte. Her forward thinking, "can do" attitude has enabled her to hold a variety of executive positions during a career that spanned five different cities including Assistant City Manager, Deputy City Manager, Administrative Services Director and Senior Assistant to the City Manager. Her in depth knowledge of government and vast professional network has also facilitated the accomplishment of countless "out of the box" projects during her career including: generated over \$1,000,000 in community grants, implemented eco-friendly brush clearance programs to minimize exposure to wildfires, launched and maintained websites, social media platforms i.e. Instagram, Facebook, Twitter, Hootsuite, Constant Contact, etc. and handling crisis communications/media relations for challenging situations including wildfires, mudslides and gang violence. She has also specialized in capital project management for an array of ventures including two City Hall remodels, the first "bioswale" project in the San Gabriel Valley designed to clean storm water run-off, a custom concrete freeway sound wall mural, a permanent home for local day laborers seeking employment and support services, and a centralized location for a homeless daily feeding initiative.

Outside of her professional realm, Karen is humbled to serve on several boards that focus on furthering the Public Administration profession, helping families in crisis and educating youth. Currently she serves on the Board of Trustees for the California School of the Arts, San Gabriel Valley, Vice Chair for the USC City/County Management Fellowship Board serving the Sol Price School of Public Policy and both the Foothill Unity Center and Volunteer Center of the San Gabriel Valley Board of Directors. Her volunteerism for the community allowed her the honor of receiving the "2018 Woman of the Year Award" for outstanding community service from Assembly member Blanca Rubio. Today, Ms. Herrera, a resident of the City of Orange, operates her own consulting business serving clients including the West San Gabriel Valley REALTORS®.

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EDUCATION SCHEDULE

October 5, 2021

9:00 am - 4:30 pm

Webinar - 8-Hour MLO Continuing Education

October 11-13, 2021

9:00 am - 4:30 pm

2-day e-PRO Certification Course

October 12, 2021

12:00 pm - 1:00 pm

Commercial Webinar: Bulk Sales Transactions

October 13, 2021

9:00 am - 10:00 am

CRMLS Virtual Training: Realist Tax

October 15, 2021

9:30 am - 12:30 am

Webinar - 45-Hour DRE License Renewal
Continuing Education

October 18, 2021

9:30 am - 12:30 pm

Virtual zipForm® Plus Training

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for the complete education class schedule.

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P R E S I D E N T ' S M E S S A G E



Happy Fall!

Can you believe the holidays are just around the corner again? We have already accomplished so much this year and could not have done so without your support. We are also so excited that our Centennial Installation Gala will be in person on Friday, December 3rd. We hope to see you there!

Firstly, West San Gabriel Valley REALTORS® (WSGVR) would like to recognize and dedicate a moment of silence in honor and remembrance of our WSGVR families and fellow Americans who were affected by 9/11, twenty years ago. We will never forget and will continue to hold the lives lost and the families and friends in our hearts.

I would like to thank The Global Business Council (GBC) for helping us produce a promotional video covering inbound investing real estate in California. It was released on Friday, August 6th during our 2021 Global Summit. You can find the Southern California video [here](#). Thank you, again, for your hard work and continued dedication!

WSGVR YPN (Young Professional Networking) and I participated in the 2021 C.A.R. YPN Month of Giving event by volunteering at Union Station Homeless Services in the City of Pasadena. This event seeks to engage members to participate in a charitable event for one month throughout California. We purchased fresh food, cooked, and served at their facility for the residents there on Tuesday, August 17th.

Our Rosemead City Liaison, Lucia Tam, and I attended the Rosemead City's 2021 Mayor's State of the City Address on Thursday, August 19th. Rosemead Mayor, Polly Low, addressed key items such as support of housing needs, homelessness, increasing crimes, and the financials for the city.

We are pleased to welcome and announce our WSGVR new GAD (Government Affairs Director), Karen Herrera, who joined us on September 1st as our consultant. Our Directors, Legislative Committee, and our GAD Consultant Trainer, Mel Wilson, are looking forward to working closely with Karen to enhance and build stronger relationships with our five cities—Alhambra, Monterey Park, Rosemead, San Gabriel, and Temple City as well as Los Angeles County and California state government officials.

In support of one of our five cities' chamber of commerce, WSGVR Directors and Legislative Committee Members and I attended the Mid-Autumn Moon Festival Celebration—held by the Greater Monterey Park Chamber of Commerce on Saturday, September 18.

As always, thank you so much for your continued support and loyalty to WSGVR. Please continue staying safe and healthy. We have made it so far and will continue to do so if we keep our spirits high and prioritize the health and safety of not only ourselves but also those around us.

Sincerely,
Mindy Yeh

Mindy Yeh
2020/2021 WSGVR President



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Editor **Albert Tran**

Copywriter **Rachel Strysik**

Submissions For submissions contact Albert Tran

Production Design **Elisabeth Zárate**

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Centennial Installation Gala

Honoring 2022 President
Brian Chen



Friday, December 3, 2021

6pm

Sheraton San Gabriel
303 E. Valley Blvd.
San Gabriel, CA 91776

Members: \$75.00

Non-Members \$100.00

Deadline to purchase tickets is Wednesday, November 10, 2021

If you have any questions, please contact Belen Berrios at 626-288-6212 or Belen@wsgvar.com

What's Happening in Your City & Los Angeles County Fall 2021 Legislative Report

The West San Gabriel Valley REALTORS® (WSGVR) Legislative Committee has compiled the following legislative reports for each of our cities (Alhambra, Monterey Park, Rosemead, San Gabriel, and Temple City). In addition, it also reports on the legislative issues within Los Angeles County via the Los Angeles County Business Federation, also known as BizFed. BizFed is a massive, diverse grassroots alliance that unites and amplifies the voice of businesses in and around the Los Angeles area.

Alhambra • By Tom Tseng



City Council received and filed the East Main Corridor Update Report.

The East Main Commercial Zone (EMC), established in July 2015, contains the properties located along Main Street from Garfield Avenue to the east city limits--commonly referred to as the East Main Corridor. Before the EMC existed, the previous zoning classification for the corridor allowed for hotels, motels, and high-density residential uses. By establishing the EMC zone, the city

determined it was inappropriate to allow hotels, motels, and high-density residential zoning along Main Street from Chapel Avenue to the eastern city limits. Staff will present an update to the City Council on the ongoing work effort concerning the East Main Corridor. Topics will include but are not limited to, the current status of EMC, market analysis, Pro-forma analysis, fiscal impact analysis, and next steps.

Temple City • By Shun Zhang



City Attorney Murphy reported an update during the Temple City Council Meeting that the federal eviction moratorium has been struck down by the trial court and the matter is pending an appeal. The state moratorium remains in place until the end of September. Bill (SB) 9 was introduced for approval on 12/7/2020 and was approved by the governor on 9/16/2021. The

(SB) 9 allows for the subdivision of any parcel zoned for single-family use into two approximately equal parcels. The bill would also allow housing development of no more than 2 units in every single-family parcel, meaning everywhere there is a single-family lot with one home on it, 4 units could be built. California senate legislative bill (SB) 9 is intended to help alleviate the affordable housing crisis by easing perceived land use and California Environmental Quality Act (CEQA) barriers to increase density and streamline the production of multi-family housing development statewide.

BizFed • By Lucia Tam



BizFed needs our help to call Assembly Speaker Anthony Rendon and Assembly Rules Chair Assemblymember Ken Cooley to request they release SB15 and assign it to a policy committee. California is in a housing crisis and we need SB15 more than ever!

Monterey Park • By Dora Leung



Governor Newsom recently signed into law SB 9 and SB 10. Together, the laws are intended to end SFR zoning statewide.

The bills, which will take effect 1/1/2022, will allow Single Family Residence (SFR) property owners to split their lot into two. Current policies allow for an addition of a junior unit no larger than 500 sq ft. The new law will allow a split of current SFR into two full duplexes. Cities and counties will be required to approve the development of yard size and design standards.

There are many restrictions to the law, however. For example, each new lot must be at least 1,200 sq ft and used only for residential purposes. Newly created units may not be used for short-term rentals, like Airbnb, but for regular long-term rentals only. Homeowners who split properties must agree to live in one of the units for 3 years after the split.

Proposed splits must also meet local requirements such as height and yard size limits.

No parking is required for if the new units are less than ½ mile from a transit stop. Local agencies can require parking if there are none.

SB 10 attempts to help local government rezone areas near mass transit areas to increase density and lower the cost to take such action by allowing cities to bypass requirements of the California Environmental Quality Act (CEQA).

Rosemead • By Lucia Tam

The Community Development Commission Five Year Implementation Plan (2009-2013) has been approved. The survey report noted that 86% of the parcels in the city's redevelopment areas have a condition of physical blight and 24% are highly blighted.

A design review application, requesting to construct a new two-story, 2,898 square-foot single-family dwelling unit with an attached one-car garage and a detached two-car garage, was submitted for 8856 Guess Street (APN: 5390-015-076) in the Single-Family Residential (R-1) zone. Planning Commission approved Design Review 21-02 subject to 29 conditions.

Both of the August Rosemead Council meetings were canceled.

Attended the State of the City Address in person at Garvey Community Center and presentation with Assemblymember Ed Chau via zoom hosted by Rosemead Chamber of Commerce.



San Gabriel • *By Nanette Ong*

San Gabriel anticipates an upcoming Mixed-Use Development on 700-800 S. San Gabriel Blvd. This block is squared off by San Gabriel Blvd--to the west, El Monte Street--to the north, Gladys Avenue--to the east, and Grand Ave--to the south. The block formerly housed the San Gabriel Nursery. The proposed project is the construction of a mixed-use development on a site of approximately 5.85-acre, 255,000 sq. ft. It would contain two plazas--one that includes 102 residential units, 4 live/work units, and retail units on the ground floor (restaurants, retail, and a fitness center). The second would include 141 residential units, 4 live/work units, and more retail units. In between the two plazas will be a central park. Take a [visual first look](#) at the project.



Los Angeles County • *By Lucia Tam*

The Los Angeles County Board of Supervisors unanimously approved a motion that will reduce the risk of fires from homeless encampments. The motion will help connect unhoused individuals with housing and resources in areas designated as Very High Fire Hazard Severity Zones. This will help ensure these areas remain free of encampments. The motion was co-authored by Supervisors Shelia Kuehl and Kathryn Barger.

The motion prohibits homeless encampments in unincorporated regions of the county that are designated as Very High Fire Hazard Severity Zones to prevent fires and potential loss of life and property. As part of this effort, the Los Angeles County Fire Department and the Sheriff Department's Homeless Outreach Services Team will provide notification to impacted individuals. Through a collaborative effort with partner departments and agencies, the county's Homeless Initiative will provide outreach and resources to those who reside in a fire zone. They will also work with the Los Angeles Homeless Services Authority (LAHSA) to provide a report back to the Board on the progress of rehousing people experiencing homelessness.

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SAFETY TIPS

Share knowledge, awareness, and empowerment with your members year-round

Keep a strong focus on REALTOR® Safety throughout the year when you share these safety tips with your members every week. You can post them on your Web site, add them to your newsletters, or e-mail them directly to your members.

Feel free to rearrange the tips if you like. Regardless of when you send them, these weekly tips will help remind our members of the tenets of REALTOR® Safety: knowledge, awareness, and empowerment.

All tips are taken from the NATIONAL ASSOCIATION OF REALTORS'® REALTOR® Safety Program. Direct your members to your own Association Web site or to nar.realtor/safety for more information on the important topic of REALTOR® safety.



TIP #1

Keep it light

Show properties before dark. If you are going to be working after hours, advise your associate or first-line supervisor of your schedule. If you must show a property after dark, turn on all lights and open shades prior to going inside with your client.



TIP #2

Checking in

When you have a new client, ask him/her to stop by your office and complete a Prospect Identification Form (Find a copy online at nar.realtor/safety). Also, photocopy their driver's license and retain this information at your office. Be certain to properly discard this personal information when you no longer need it.

TIP #3

Don't be too public

Limit the amount of personal information you share. Consider advertising without using your photograph, home phone number and/or home address in the newspaper or on business cards. Don't use your full name with middle name or initial. Use your office address—or list no address at all. Giving out too much of the wrong information can make you a target.

TIP #4

Touch base

Always let someone know where you are going and when you will be back; leave the name and phone number of the client you are meeting and schedule a time for your office to call you to check in.

TIP #5

Open house: it ain't over till it's over

Don't assume that everyone has left the premises at the end of an open house. Have a colleague or buddy help you check all of the rooms and the backyard prior to locking the doors.





TIP #6

Stranger danger

Tell your clients not to show their home by themselves. Alert them that not all agents, buyers and sellers are who they say they are. Predators come in all shapes and sizes. We tell our children not to talk to strangers. Tell your sellers not to talk to other agents or buyers, and to refer all inquiries to you.

TIP #7

Sturdy doors are key to home safety

Make sure that all your home's doors to the outside are metal or solid, 1 3/4" hardwood and have good, sturdy locks.

TIP #8

Block identity theft

Contact the fraud department of any of the three consumer reporting companies— Equifax®, ExperianSM and Trans Union®—to place a fraud alert on your credit report. The fraud alert automatically lets credit card companies and other creditors know they must contact you before opening any new accounts or making any changes to your existing accounts.

TIP #9

Keep track of colleagues

Have a check-out employee board at your office, listing your name, destination, customer name, date and expected return time.

TIP #10

Wear your REALTOR® ID

Always wear visible company identification such as a badge, and always carry your photo id card on you. These will be invaluable for identification if you need to get assistance.

TIP #11

Bring up the rear

When showing a home, always have your prospect walk in front of you. Don't lead them, but rather, direct them from a position at least 3-4 arm lengths behind them. You can gesture for them to go ahead of you and say, for example, "The main bedroom is in the back of the house."

TIP #12

Pick up some self-defense skills

The best way to find a good self-defense class is to learn what is available, and then make a decision. Many health clubs, martial arts studios and community colleges offer some type of class. You can also ask your peers, friends and family if they have taken a self-defense class that they would recommend.

TIP #13

You take the wheel

Do not drive clients in your car. Instead, have them meet you at the property. When you leave your car, lock it.

TIP #14

Shield your computer from e-mail viruses

Computer viruses can impair and seriously damage your computer. Viruses are often distributed via attachments in e-mail spam. Never open an attachment from someone you don't know, and, if you receive a strange or impersonal-sounding message from a familiar address, check with that person to make sure that they really sent it.

TIP #15

Got cell service, everywhere?

When you're showing commercial property, thick walls and/or remote locations may interfere with mobile phone reception. Be sure to check the cell service of the property before the showing, call the listing agent if necessary, if there is no or poor cell service always take an accompaniment.

TIP #16*Choose flight over fight*

While every real estate agent should take a basic self-defense course, the primary goal in any threatening situation is to escape from immediate danger and call for help.

TIP #17*"Who's calling?"*

Install caller I.D. on your telephone, which should automatically reject calls from numbers that have been blocked. This will provide you with immediate information about the source of the call.

TIP #18*Your trash is another man's Treasure*

Just bought a new entertainment system? A bunch of empty boxes out by the curb triggers an alarm to would-be thieves. Instead of putting boxes out in plain sight, cut them down, and stuff them in trash bags.

TIP #19*Hide personal information*

Tell your sellers: don't leave personal information like mail or bills out in the open where anyone can see it. Be sure to lock down your computer and lock up your laptop and any other expensive, easy-to-pocket electronics, like iPods, before your showing.

**TIP #20***Agree on an office distress code*

Create a voice distress code, a secret word or phrase that is not commonly used but can be worked into any conversation for cases where you feel that you are in danger. Use this if the person you are with can overhear the conversation, but you don't want to alarm them. Example: "Hi, this is Jennifer. I'm with Mr. Henderson at the Elm Street listing. Could you e-mail me the RED FILE?"

TIP #21*Have your excuse ready*

Part of being prepared to deal with a threatening situation is having "an out." Prepare a scenario in advance so that you can leave—or you can encourage someone who makes you uncomfortable to leave. Examples: Your cell phone went off and you have to call your office, you left some important information in your car, or another agent with buyers is on his way.

TIP #22*Take 2 seconds when you arrive at your destination to check out potential dangers:*

- Is there any questionable activity in the area?
- Are you parked in a well-lit, visible location?
- Can you be blocked in the driveway by another vehicle?

TIP #23*You are not alone*

If you are working late or alone in your office, always lock the doors. But, if you do encounter an individual while working alone, indicate to that person that you are not alone. Say something like, "Let me check with my supervisor to see whether she's able to see you now."

TIP #24*Your e-mail is public*

Don't send any vital or private information via e-mail. Keep in mind that unlike Web sites, e-mail is never secure.

TIP #25*Don't get lost*

If you are in an unfamiliar area, make mental notes of landmarks, points of interest and intersections. And always know the exact address of where you are going. If you must use a GPS, then pull over and stop in a safe place first.

TIP #26*Careful with cash deposits!*

If you periodically carry large deposits to the bank, be especially aware of any strangers lurking around the office parking lot. If you must transport cash deposits, use the buddy system or arrange for a security service or police escort.

TIP #27*Lock up client keys*

Be sure to use the lockbox property-key procedure that has been established to improve real estate agent safety. A reliable, secure lockbox system such as those made by NAR REALTOR Benefits® Partner SentiLock (sentrilock.com) ensures that keys don't fall into the wrong hands.

TIP #28*Shop online safely*

When shopping online, check out a Web site before entering your credit card number or other personal information. Enter this information only on secure Web pages with addresses that start with “https” and have a closed padlock symbol at the bottom of the browser window. These are signs that your information will be encrypted or scrambled, protecting it from hackers.

**TIP #29***Nothing personal...*

When talking to clients and prospects, be friendly but still keep your personal information private. This means avoiding mention of where you live, your after-work or vacation plans, and similar details.

TIP #30*Take two seconds as you walk towards your destination to check out potential risks.*

- Are people coming and going or is the area unusually quiet?
- Do you observe any obstacles or hiding places in the parking lot or along the street?
- Is anyone loitering in the area?

TIP #31*Be careful with keys*

Don't hand out house keys to friends, even if they are trustworthy. Know the location of all your house keys all the time. Never use hide-a-keys or leave the key under the doormat, above the door, in a flowerpot, or anywhere outside the house. You may think you're being clever, but experienced thieves know all the tricks. Also, keep your car keys and house keys on a different ring if you ever use valet parking or leave your keys with parking lot attendants or even at a repair garage.

TIP #32*From dawn till dusk*

When showing a vacant commercial site, find out if the property is well lit and has good cell phone coverage—if one or both of those criteria do not apply, take someone with you on the appointment.

TIP #33*Thwart thieves*

Remind your clients that strangers will be walking through their home during showings or open houses. Tell them to hide any valuables in a safe place. For security's sake, remember to remove keys, credit cards, jewelry, crystal, furs and other valuables from the home or lock them away during showings. Also remove prescription drugs. Some seemingly honest people wouldn't mind getting their hands on a bottle of Viagra, uppers or downers.

TIP #34*Long-term thinking*

If you think it may be some time before a property sells (and you may, therefore, be showing it often), get acquainted with a few of the immediate neighbors. You will feel better knowing they know your vehicle, and they will feel better about the stranger (you) who frequently visits their neighborhood.

TIP #35*Don't dial and drive!!*

Using a cell phone while driving can cause an accident. For driving safety, purchase a hands-free phone kit for your vehicle. And never attempt to take notes while driving – pull over and stop in a safe place first.



TIP #36
Carry less

If you carry a purse, lock it in your car trunk before arriving at an appointment. Carry only non-valuable business items (except for your cell phone), and do not wear expensive jewelry or watches, or appear to be carrying large sums of money.

TIP #37
Don't get parked in

When showing property or meeting someone, park your car in front of the property rather than in the driveway. You will avoid having your car blocked in, you'll have an easier time escaping in your vehicle, and you will attract lots of attention running and screaming to your car at the curb area.

TIP #38
Monitor your financial accounts

Open your credit card bills and bank statements right away. Check for any unauthorized charges or withdrawals and report them immediately. Call if bills don't arrive on time. It may mean that someone has changed contact information to hide fraudulent charges.

TIP #39
Take two seconds to pause and look around as you enter your destination.

- Does anything seem out of place?
- Is anyone present who shouldn't be there or who isn't expected?



TIP #40
Plan ahead with escape routes

Upon entering an open house property for the first time, check each room and determine at least two "escape" routes. Make sure all deadbolt locks are unlocked for easy access to the outside. If necessary, move furniture slightly to create a straighter path to the door. If there is an interior door and a storm door, open the interior door; this increases visibility and ensures that you do not have to open an inward swinging door to escape.

TIP #41
Keep it professional

All of your marketing materials should be polished and professional. Don't use alluring or provocative photography in advertising, on the Web or on your business cards. There are many documented cases of criminals actually circling photographs of their would-be victims in newspaper advertisements.

TIP #42
Best practices for model home showings

When a person comes through the office to view a model home, have them complete a guest register that includes their full name, address, phone number, e-mail, and vehicle information.

TIP #43
Safe apartment living

Moving into an apartment? Have the locks changed when you move in. (The maintenance crew can simply swap lock cylinders with a random vacant apartment, a project that is free and takes only a few minutes.) And just use your last name, or if necessary last name and first initial, on your door or mailbox. This keeps strangers from knowing your gender or how many people live in your apartment.

TIP #44
Rely on good neighbors

Inform a neighbor that you will be hosting an open house, and ask if he or she would keep an eye and ear open for anything out of the ordinary.

TIP #45
Be prepared: pre-program!

To best prepare for an emergency, pre-program important numbers into your cell phone. These may include your office, your roadside assistance service or garage, and 9-1-1.

TIP #46
Beware of "phishers"

Don't respond to e-mails requesting personal or private information such as passwords, credit card numbers or bank account numbers. Even if a message appears to be from your bank or a trusted vendor, credible companies never request private information this way.

TIP #47*Scam alert!*

Control your open house traffic by limiting the number of people allowed in the house at any given time. Police have reported groups of criminals that target open houses, showing up en masse near the end of the afternoon. While several “clients” distract the agent, others go through the house and steal anything they can quickly take.

TIP #48*Make your clients your “safety partners”*

Inform clients who are selling that while you are taking safety precautions, and that you’ve checked and locked the home before leaving, they should immediately double-check all locks and scout for missing items immediately upon their return, in case you’ve missed any less-than-obvious means of entry.

TIP #49*Don’t use the “V word”*

When describing a listing, never say that a property is “vacant.” This may be an invitation to criminals or squatters.

TIP #50*Check suspicious e-mails*

Before you act on an e-mail request, check a list of the latest e-mail scams on the Federal Trade Commission’s Web site at <https://www.consumer.ftc.gov/features/scam-alerts>.

TIP #51*Check suspicious e-mails*

Thoroughly shred all papers with personal information before you throw them away. Shred unwanted credit card applications and “convenience checks” that come in the mail, credit card receipts with your account number, outdated financial papers and papers containing your clients’ personal information.

TIP #52*Public Transportation Should be for the public...Not from the public*

If you plan on using public transportation, whether it’s from a convention or to an open house, make sure that you are riding in a registered taxi (**before entry**). Be aware that people may be soliciting rides using their own vehicles. Ask yourself some questions before entering:

- Can you definitively indicate that the vehicle you are about to enter is a registered form of public transportation? (Look for signs, symbols, or a phone number on the car to confirm its validity).
- If in doubt stay out

TIP #53*Be in Charge*

Whenever possible, be sure your cell phone battery is charged, and always check the cell coverage of the property prior to the appointment. If needed, call the listing agent to confirm. If there is poor or no cell coverage at the property, always take someone with you.

**TIP #54***People are not who they say they are*

Even with the help of caller I.D., you can never be too sure you know who you are talking to. For example, if someone who claims to know you gives you a call and starts to make unusual requests on your behalf, then stop talking!! Scammers feed off your reactions in order to compile additional information. Hint: If the caller has no recollection of previous conversations, then they are not who they say they are.

TIP #55*Have a lifeline*

Always let someone know when you are headed to an appointment and when they should expect to hear from you. Always check-in after appointments to let a colleague/spouse/friend know that you have left the appointment and are safe.

TIP #56*Be aware of adware and malware*

Be sure that you don’t click on error messages with unfamiliar logos that state “your computer has been infected with a virus” or “trojan found”. These messages with unfamiliar logos will tell you there is something wrong with your computer and to download their protection service, when in actuality you are downloading a virus and setting yourself up for information loss.

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GLOBAL UPDATE 7.26.21

REAL ESTATE FORECAST SUMMIT

NATIONAL ASSOCIATION OF REALTORS®

TOP STATES WHERE FOREIGN BUYERS PURCHASED RESIDENTIAL PROPERTY* (107,000 PROPERTIES)



*Source: 2021 NAR International Transactions
in U.S. Residential Real Estate



Build Global Connections

August 1, 2021

NAR International Real Estate

International business hinges on networking with real estate professionals around the world. NAR Global provides many ways to connect!

Official Group: NAR CIPS Designees

Over 2,200 members share global tips, news, and hundreds of referrals each year in this closed Facebook group for CIPS designees. It's an excellent way to make new connections and discover real estate opportunities around the world!

Global Business Councils

Roughly 140 state and local REALTOR® associations have built independent Global Business Councils. They offer a cadre of programs focused on enhancing members' global opportunities, including informal learning sessions, networking events, and more.

Find one near you: nar.realtor/global/global-business-councils/global-business-councils-directory

REALTORS® Conference & Expo

Roughly 2,000 international members from over 60 countries have attended past in-person gatherings of the REALTORS® Conference & Expo. The Global track is like a conference within a conference. Discover abundant international networking and learning opportunities.

Directories

Two ways to find like-minded real estate professionals focused on international business:

1. Find a REALTOR®

Pros: It's the largest NAR directory, including all US and international members. Plus, it offers extensive search options.

Cons: Search results only provide basic contact details.

Visit: nar.realtor/directories

2. CIPS Search

Pros: It's the easiest way to find CIPS designees around the world and learn details on languages spoken, areas of expertise, and countries and regions of specialization.

Cons: You'll encounter incomplete details if a CIPS designee hasn't updated their profile.

Visit nar.realtor/cips-search

Source: <https://www.nar.realtor/global-perspectives/build-global-connections>



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3 WAYS TO MAXIMIZE THE VALUE OF YOUR REAL ESTATE AGENT

1. USE THEIR EXPERT KNOWLEDGE ON THE HOME BUYING PROCESS

Real estate agents have access to the largest database of available homes in the U.S. via the multiple listing service. They are expert, local brokers helping consumers navigate what is for many the most complex and important transaction they'll ever do.

While **97%** do research about a home online, 9 in 10 people still chose to work with a real estate agent.*

97% of home buyers consider their real estate agent to be a useful source of information.**

Top 3 Services Buyers Want Most From Real Estate Agents

- Help **finding the right home** to purchase
- Help with **terms of sale** and **price negotiations**
- Help with **paperwork** (contracts, forms, etc.)

*NAR 2020 Profile of Home Buyers and Sellers Report
**2019 NAR Home Buyers/Sellers Survey

2. CHOOSE THE SERVICE, COMMISSION MODEL AND REAL ESTATE AGENT THAT BEST FIT YOUR NEEDS



Full-Service Model

Commissions are negotiable at any point during the home buying process



Flat Fee Model

Negotiate a set price per service



Reduced Service/ Discounted Fee Models

Flexible offerings and pricing

❓ DID YOU KNOW?

91% of homebuyers would recommend their agent, but if you're part of the remaining 9%, there are more than **1.4 million REALTORS®** in the U.S. to choose from.

3. LET THEM DO ALL THE HARD WORK AND TAKE THE STRESS OUT OF YOUR HOME SEARCH



88% of Americans purchase their home through a real estate agent or broker.

Regardless of how you find a property, real estate agents are there to show and research every home that fits your needs.



Real estate agents also navigate:



Community knowledge such as local property taxes and providing objective resources on schools and neighborhoods.



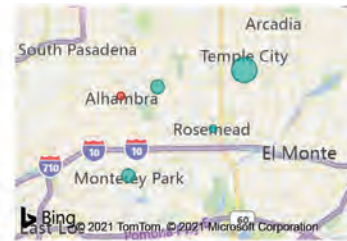
Financial aspects like coordinating with lenders and researching mortgage rates.



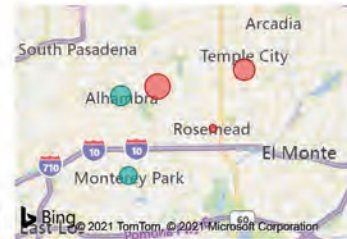
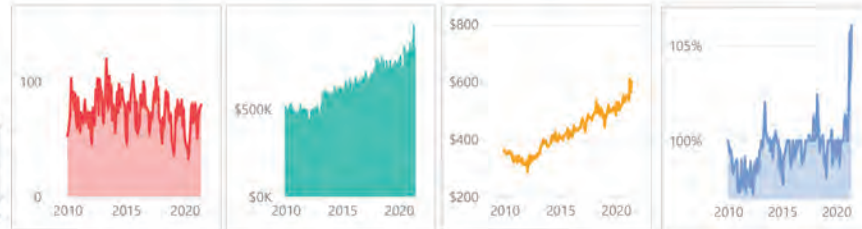
Legal matters like helping buyers manage required state and federal forms and closing documents.



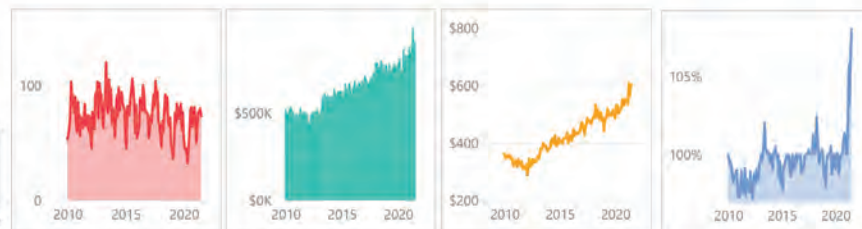
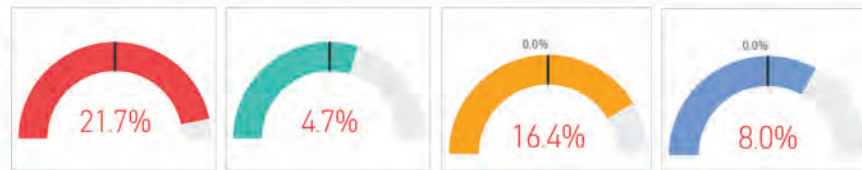
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June 2021



July 2021

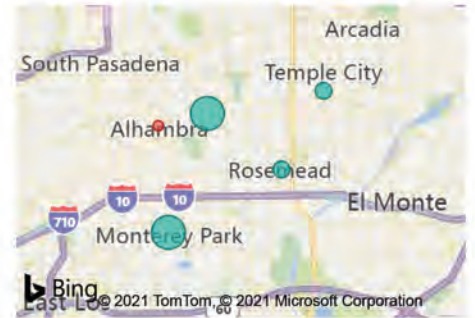




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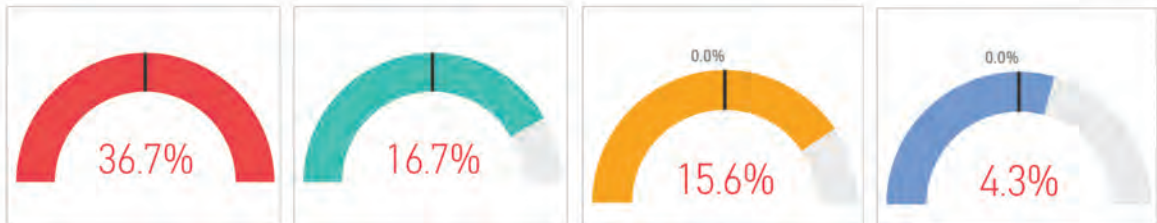
August 2021



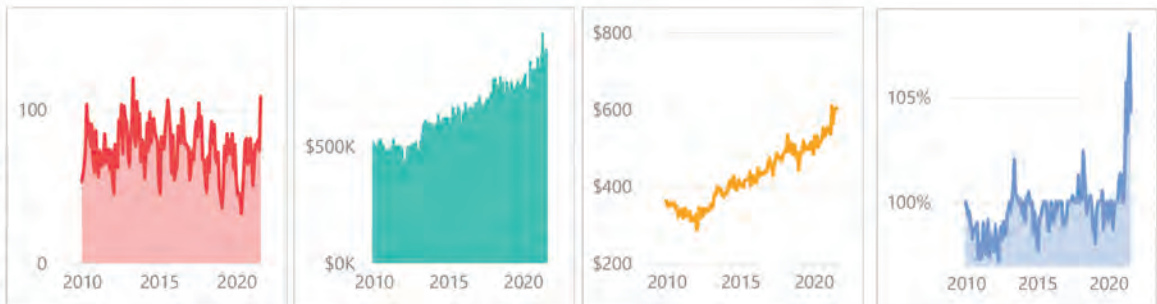
Snapshot



YoY % Chg.



Trends



Definitions



<p>Existing SFR Sales: Closed transactions of properties listed on various MLSs across the state during the current month for the selected geography and property characteristics.</p>	<p>Existing SFR Median Price: Median price of all closed sales listed on MLSs across the state during the current month for the selected geography and property characteristics.</p>	<p>Existing SFR Med. Price/Sq. Ft.: Median price per square foot of all closed sales listed on MLSs during the current month for the selected geography and property characteristics.</p>	<p>Existing SFR Med. Sales-to-List Ratio (%): Gap between selling and listing prices for homes sold on MLSs during the month for the selected area and property characteristics.</p>
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CODE OF ETHICS



January 1, 2019 - December 31, 2021

This course is a National Association of REALTORS® (NAR) membership requirement, that must be completed every 3 years. This cycle is from January 1, 2019 to December 31, 2021.

REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time. The training must meet specific learning objectives and criteria established by the NAR.

Training may be completed through NAR's online courses or through classroom courses via local/state associations or via third-party DRE-approved real estate schools. If you have taken the Code of Ethics course from a DRE-approved real estate school, email the certificate of completion to education@wsgvar.com for the 3-hour Code of Ethics credits.

If you do not complete your Code of Ethics training requirement by December 31, 2021, your membership will be suspended.

Why Wait? Act Now by visiting our website at <https://www.wsgvar.com/code-of-ethics-requirements/> to take this NAR Code of Ethics course!





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VIDEOS AND MONTHLY ARTICLES

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video, "Safety Tips for Real
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For REALTORS[®]
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For questions about NAR'S REALTOR[®] SAFETY PROGRAM,
contact safety@nar.realtor



**NATIONAL
ASSOCIATION OF
REALTORS[®]**

AUGUST 30, 2021

STATE AND FEDERAL OUTLOOK: EVICTIONS, FORECLOSURES AND RENTAL ASSISTANCE

Key Takeaways - Evictions

Federal:

- On Thursday night, the U.S. Supreme Court struck down the CDC's existing eviction moratorium, effective immediately. The order is now expired.
- [In the 6-3 ruling](#), the court ruled that the CDC did not have the authority to extend the order, finding that only the U.S. Congress could do so.

States:

- Eviction moratoriums remain active in only 7 jurisdictions nationwide, with 4 of these also prohibiting foreclosures.
- States continue to show little appetite for renewing eviction bans, leaving the issue to the federal government.

Rental/Mortgage relief programs remain available in all jurisdictions.

IN THIS ISSUE

- STATE LEVEL EVICTION AND FORECLOSURE MORATORIUMS (2)
- RENTAL/MORTGAGE RELIEF PROGRAMS (3)
- STATE DATA ON EVICTION/FORECLOSURE MORATORIUMS (4-6)
- STATE DATA ON RELIEF PROGRAMS (7-8)



In March 2022
WSGVR will
celebrate 100 years
as a REALTOR®
Association

California May 2021 Sales and Price Report

Another record high median price

\$818,260

California Existing Single-Family Home Median Price

7 Days

Median Time on Market

Time on market remained at record low

1.8 months

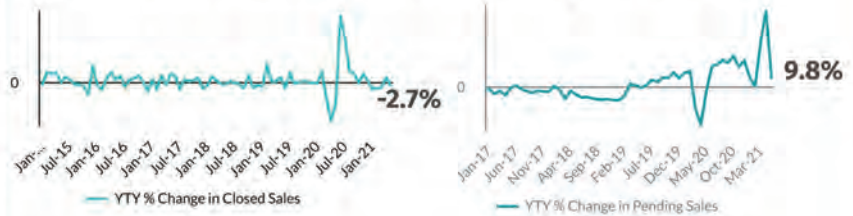
Unsold Inventory Index

Inventory inched up slightly from April



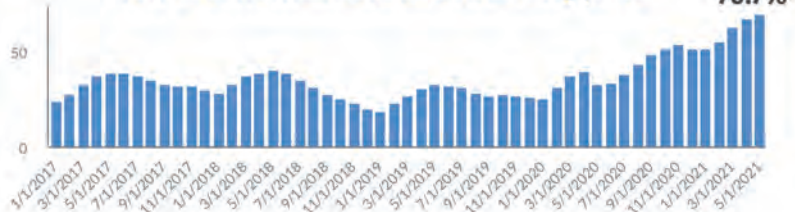
www.car.org/marketdata

Recent cool-off in demand suggests sales slowdown in coming months



But extreme market competition continues to push up prices

70.7% of homes sold above asking price



California June 2021 Sales and Price Report

\$819,630

Median Home Price
0.2% MTM

CA Median Price set a new high but growth expected to slow

More new listings added but still below pre-pandemic level

1.7 Months of Supply

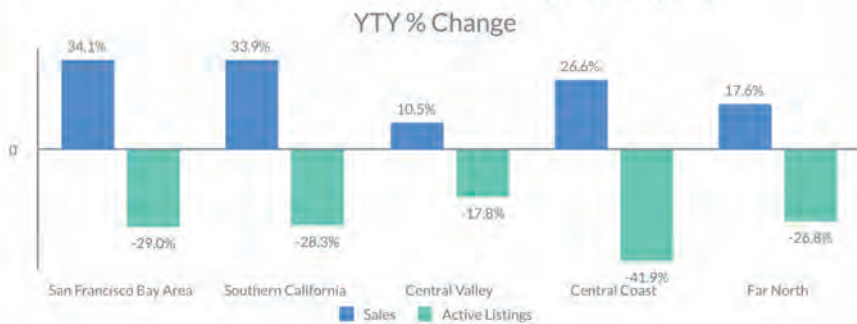
-11.0%
YTY % Chg. in Pending Sales

Pending sales declined for the first time since May 2020

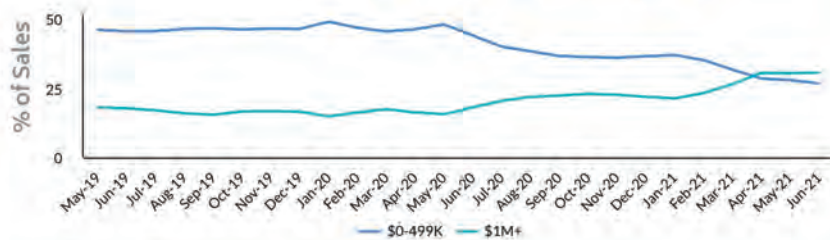


www.car.org/marketdata

Demand continues to outpace supply



Mix of sales changed rapidly in the past year



California July 2021 Sales and Price Report

Active listings below last year's level

-14.7
Year-over-Year % Change in Active Listings

70.6%
Homes sold above asking price

Seven out of ten homes sold above asking price

All-time high price per square foot

\$394
Price/Sq. Foot

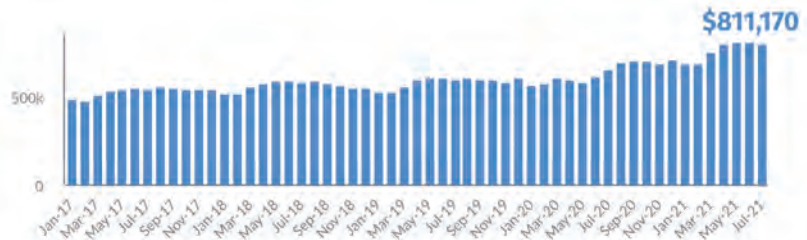


www.car.org/marketdata

Market remains solid despite first year-over-year sales decline in 13 months



Statewide median price dipped from the record high, but remained above \$800k



California August 2021 Sales and Price Report

\$395
Price per Square Foot

All-Time High Price per Square Foot

Two-thirds of homes sold above asking price

67.0%
% of sales with price above asking price

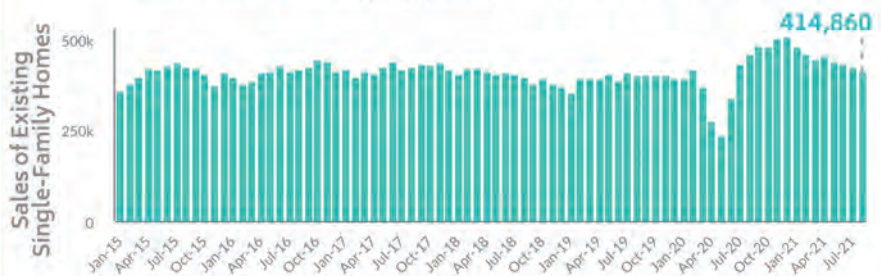
-10.9%
YTY % Chg. in Active Listings

Active listings had the smallest decline in two years



www.car.org/marketdata

Sales dipped to the lowest level in 14 months but remained strong by pre-pandemic standards



California median price set another record high in August



Quick Guide to Housing Element Review

Cities and counties across the state are in the process of developing their Sixth Cycle Housing Elements. These plans identify local constraints on housing development and explain how each city and county will meet its share of housing needs (the “RHNA”) over the coming planning period—usually the next eight years. A pro-housing organization has put together a [summary](#) of the RHNA and Housing Element system, which provides a good overview of the process.

The Housing Element process relies heavily on public input to ensure that the plans laid out by local jurisdictions are reasonable and likely to result in the actual development of new housing. It is vitally important that Realtors and the local associations of Realtors bring their real estate expertise to bear on this process by reviewing and commenting on local Housing Elements.

One critical step in the Housing Element drafting process is the submission of draft Housing Elements to the state Department of Housing and Community Development (HCD) for preliminary approval. HCD is required to review these drafts within 60 days, so it is critical to get comments to HCD and the City as soon as possible after the drafts are submitted to HCD.

It is easy to get overwhelmed by all of the different moving pieces that make up a Housing Element. Although Realtors can offer critical insights into all of them, this quick guide is intended to highlight the most critical pieces to review.

RHNA Accommodation Plan

We recommend that you start by examining the city or county’s specific plan for accommodating each RHNA income category allocation. This is typically presented in chart form in a section titled “potential housing opportunities” or something similar. The chart will usually identify the RHNA allocation in each category, and how the City plans to meet each allocation with different types of housing—for example, projects that have already been entitled, ADUs, vacant land, redevelopment of non-vacant sites, planned rezoning, etc. This is an example of the kind of chart you will see:

Table 1-38
Summary of Potential Housing Units

Areas/Projects	Total Net Units	Income Distribution			
		Very Low	Low	Moderate	Above Moderate
2021 – 2029 RHNA Targets	8,772	2,553	1,418	1,409	3,392
Entitlement Projects	935	7	6	83	838
Pending Entitlement	1,245	109	21	0	1,116
Opportunity Sites (Zoning in place)	3,682	1,325	516	884	957
Accessory Dwelling Units (ADUs)	1,600	384	704	32	480
Committed Assistance	10	10			
Total Site Capacity	7,472		3,082	999	3,391
RHNA Surplus/(Shortfall)	(1,300)		(889)	(410)	(1)
Rezone Sites (Increase of units from proposed Specific Plans)					
Downtown TOD sites	627		245	144	238
Golden State Specific Plan sites	1,844		885	369	590
Total Rezone Sites	2,471		1,130	513	828

Here are some general questions you will want to think about as you examine the housing plan:

- **Does the plan depend mostly on non-vacant sites, either in general or for lower-income RHNA categories?** This can be a major red flag, because many cities are making unreasonable assumptions about how many sites will be redeveloped during the 8-year planning period.
- **If the plan involves meeting a large portion of the RHNA allocation through ADUs, do the numbers seem reasonable?** The city/county will likely disclose recent ADU production numbers somewhere in the draft Housing Element, so you can use those to see if the predictions for the 8-year planning period seem reasonable. If you are aware of local government misbehavior in ADU permitting, this is the time to raise it with HCD, so that they can take that into account when considering the reasonableness of the predicted ADU production numbers.
- **Does the plan include at least a 15-30% buffer of available sites above the RHNA allocations?** This is necessary in most jurisdictions in order to fully comply with state law.
- **Does the plan put most or all lower-income housing in industrial or commercial areas, or far from public facilities?** Cities and counties are required to “**affirmatively further fair housing**” through their Housing Element plans, including by distributing planned lower-income housing throughout the jurisdiction to ensure that lower-income homeowners and tenants have access to opportunity.
- **If the plan includes rezoning, does the rezoning plan seem reasonable?** Consider whether there is likely to be significant NIMBY opposition to the specific area planned for rezoning, or whether the rezoned areas are not very suitable for housing.

Sites Inventory

You will also want to examine the “sites inventory” provided as part of the draft Housing Element. This is often provided in an appendix, with a chart of APNs, addresses, and planned unit counts, and will generally look something like this:

OP Site ID	Address	APN	General Plan	Zone	Current GP Max Density	Gross Acres	Current Use	Realistic Dev Potential %	Prop SP Max Density	Realistic SP Net DUs
GSSP-1 Lima/Avon	3089 N LIMA ST	2466001064	Golden State	M-2	27	0.16	Warehouse, storage	70%	120	13.1
GSSP-1 Lima/Avon	3099 N LIMA ST	2466001077	Golden State	M-2	27	0.31	Light industrial	70%	120	26.4
GSSP-1 Lima/Avon	3320 N SAN FERNANDO BLVD	2466001081	Golden State	M-2	27	0.99	Light industrial	70%	120	83.0

Realtors are more familiar with local housing and development patterns than perhaps any other group, so it would be valuable for you to examine the entire list of sites. However, if the list is too large to feasibly examine every site, you may want to focus on those listed with the highest potential unit counts.

We recommend that you use the online APN lookup tools provided by some county assessor offices to look up the exact sites, which might not be obvious from the addresses provided by the jurisdiction.

For **all sites**, we suggest considering these questions:

- **Are there physical constraints that limit the site’s use for housing?** Examples include extreme slopes, distance from existing infrastructure (roads, utilities), lot shape, site conditions, etc.

- **Are there marketability constraints that would limit the site’s use for housing?** For example, sites in industrial areas or surrounded by undesirable land uses (e.g., a landfill) are less likely to be developed as housing because the units will be difficult to rent or sell.
- **Are there environmental constraints that would make a CEQA lawsuit likely or limit the site’s use for housing?** For example, if the site was previously used for chemical manufacture or as a recycling site, remediation costs could make redevelopment as housing economically infeasible.
- **Is the proposed unit count reasonable?** Consider the characteristics of the site, other recent developments, and the likelihood of NIMBY opposition.
- **Is the site considered by members of the public to be a “public space”?** Many vacant sites—especially those owned by a local government—have come to be used by the community as public spaces (e.g., parks or dog runs). This often leads to significant public opposition to development, making housing use unlikely.
- **If the site is owned by the state or by a local government or transit agency, has the agency announced redevelopment plans?** Redevelopment of publicly-owned sites takes a very long time, so if no plan has been announced, redevelopment is unlikely during the planning period.
- **If the site is proposed for lower-income housing, is that kind of development likely?** Consider economic constraints, competing development possibilities, and similar constraints.

For **non-vacant sites**—including any site with a current use (including even surface parking lots)—we suggest considering these additional questions to determine whether the site is likely to be redeveloped in the next eight years:

- **If there is an existing structure (e.g., a retail or office building) on the site, is it relatively new?** Information about the age of the structure can often be determined by appearance, or obtained from the county assessor’s website. A high-quality office or retail building from the 1990s or later is unlikely to be redeveloped during the planning period.
- **Are there relatively new retail businesses or offices on the property?** If a new retail business has invested in a store buildout, or if an office tenant has recently signed a 10-year lease, redevelopment during the planning period is very unlikely.
- **Has the city or county made any effort to determine whether the owners are interested in redeveloping the site as housing?** Cities that are serious about accommodating housing will gauge owner interest in redevelopment, especially for larger (50+ unit) sites. If there is no discussion of owner interest, that is a red flag.
- **Does the existing use include a critical community resource that is unlikely to be abandoned?** Critical resources might include necessary retail stores, public facilities (e.g., city halls, fire stations, police stations, and hospitals), churches, or public parks. As an example, one city listed four out of its five existing grocery stores for redevelopment, which is extremely unlikely to occur.
- **If the listing appears to be for part of the site, is it possible to develop on that part of the site?** Sometimes, jurisdictions list portions of lots for redevelopment, with the expectation that the existing use will remain intact for the rest of the site. But this is often infeasible. For example, one jurisdiction designated the parking lots on a church site for medium-density development, but the parking lots surround the church building, making the site impossible to develop as housing without eliminating the church use.

- **Are there private agreements that make development impossible or impractical?** For example, a parking garage may be subject to a parking agreement with a nearby hotel to provide city-required parking for the hotel, making it impossible to eliminate the existing parking garage.
- **Does the site include a historically significant use, or is it located in a historic district?** Limits on redevelopment of historic sites or development in historic districts can be significant.

Making Comments

Comments should be sent to the HCD reviewer in charge of reviewing your local Housing Element. If you can identify the city or county staff and/or consultants involved in preparing the Housing Element, they should be copied on the email or letter.

There is no right or wrong way to make comments on a draft Housing Element. Comments can be provided in a letter or email, in a table of sites, or as pdf annotations on top of the draft Housing Element. You do not need to include any special formal language or legalese. It's the substance that is important, not the form.

C.A.R. can provide assistance as you review and comment on your local Housing Elements. Reach out to Rick Laezman at richardl@car.org.





San Gabriel Country Club, CA



San Gabriel Country Club, CA



Vincent Lugo Park, San Gabriel, CA



Smith Park in San Gabriel, CA



Vincent Lugo Park, San Gabriel, CA
Photos by Albert Tran