



WEST SAN GABRIEL VALLEY
REALTORS
Where Members Come First!

WINTER 2021

CONNECTION



The West San Gabriel Valley REALTORS®' current Board of Directors at the Centennial Installation & Awards Ceremony on December 3, 2021. From left are Tomas Wong, Earl Knudson, Mindy Yeh, 2022 President - Brian Chen, Cecelia Rudar, Lorraine Clark, Pauline Lam, Nanette Ong, Marian Cavataio, Jeff Huang, Ling Chow, Tom Tseng, and Shun Zhang.

West San Gabriel Valley REALTORS® Installs 2022 Board of Directors

WSGVR Press Release

The West San Gabriel Valley REALTORS® (WSGVR) installed their 2022 Leadership Team and Board of Directors on December 3, 2021. Leading the team is the association's 100th President, Brian Chen, a 32-year real estate veteran based in Southern California. Serving with Mr. Chen are President-Elect Ling Chow, Vice President Cecelia Rudar, Treasurer Earl Knudson, Secretary Pauline Lam, and Immediate Past President Mindy Yeh. The 2022 officers began their official term on December 3 at the close of the association's Centennial Installation & Awards Ceremony in San Gabriel.

Brian Chen started his real estate career in 1989 selling both residential and commercial properties. He has served on numerous committees including the WSGVR Board of Directors and has served as California Association of REALTORS® (C.A.R.) Director. Brian is a past WSGVR President and a past President & CEO of the Multi-Regional Multiple Listing Service (currently known as the California Regional Multiple Listing Service).

As the broker/manager of Pinnacle Real Estate Group, he is busy training, supervising, and mentoring 500+ real estate agents while volunteering to be a GRI Instructor and a certified zipForm® instructor for C.A.R. He is a frequent lecturer at WSGVR as well as an Ombudsman for both C.A.R. and WSGVR.

Serving as President-Elect is Ms. Ling Chow, who has been a member of WSGVR since 1995. She has served on numerous committees and the Board of Directors at WSGVR and C.A.R. for several years. She has also served as WSGVR President in 2010, is also a zipForm® instructor for C.A.R., and a broker-owner of ARC Nest in Arcadia. In 2022, she was selected as one of the National Association of REALTORS® (NAR) Directors.

Serving as Vice President is Cecelia Rudar. She's been a member of WSGVR since 1978. Mrs. Rudar is the broker/owner of AMERICAN HERITAGE, REALTORS® in Temple City. She proudly served as WSGVR President in 2002 and holds several C.A.R. and NAR designations, such as GRI, SRES, MRP, CRS, AHWD as well as has served on numerous committees at C.A.R. In 2003 she received the REALTOR® of the Year Award, in 2009 the Presidential Award, in 2013 the Good Neighbor Award, and 2018 the Lifetime Achievement Award. Currently, she serves as Director on the Board of Directors as well as a member of the Legislation Committee, and Arbitration and Professional Standards Committee.

Serving as Secretary is Pauline Lam. Ms. Lam has been a member of WSGVR since 2002. She has served on numerous committees and was the WSGVR and C.A.R. Director in 2021 and will be again in 2022. Ms. Lam has been working as a REALTOR® with KoTai Realty since 2002 in San Gabriel. Pauline has earned CIPS, CRS, GREEN, Real Estate Masters, GRI, TRC, Green, and REBAC designations certified by NAR.

Serving as Treasurer is Earl Knudson. He has been a primary member of WSGVR since 2015. Mr. Knudson, a broker associate,

SEE INSTALLS PAGE 10



OFFICERS

BRIAN CHEN
President

LING CHOW
President-Elect

CECELIA "CYL" RUDAR
Vice President

PAULINE LAM
Secretary

EARL KNUDSON
Treasurer

DIRECTORS

MARIAN CAVATAIO

LORRAINE CLARK

JEFF HUANG

NANETTE ONG

TOM TSENG

TOMAS WONG

SHUN ZHANG

IMMEDIATE PAST PRESIDENT

MINDY YEH

EXECUTIVE OFFICER

ALBERT TRAN

EDUCATION SCHEDULE

January 5, 2022

9:00 am - 10:00 am

CRMLS Virtual Training: Agent Essentials

January 11, 2022

12:00 pm - 1:00 pm

Commercial Seminar: Learn How CA Brokers can Benefit from DSTs

January 14, 2022

9:30 am - 12:30 pm

45-Hour DRE License Renewal Continuing Education - Webinar

January 18, 2022

11:00 am - 12:00 pm

Meet & Learn: Unlock the Reverse Mortgage Potential with Prop 19 & Increase your Sales

January 19, 2022

9:00 am - 10:00 am

CRMLS Virtual Training: Homesnap Pro App

January 24, 2022

9:30 am - 12:30 pm

Virtual zipForm® Plus Training

January 25, 2022

11:00 am - 12:00 pm

Top 10 Pitfalls of Real Estate Transactions

Visit www.wsgvar.com/events/education-schedule/ for the complete education class schedule.

ASSOCIATION STAFF

ANGELICA MORALES
Director of Operations

KAREN SNOW
Accountant

PHONG TON
Education & Store Manager

BELEN BERRIOS
Communications & Events Manager

CHRISTINE CHEN
Member Support Specialist

KAREN HERRERA
Government Affairs Director

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



Dear Members of the West San Gabriel Valley REALTORS®,

We are bidding farewell to 2021 and saying hello to 2022. I am very excited to announce that starting in January, we are finally going to open our weekly breakfast meetings in a hybrid format. People will be able to come to our association and participate in person while others can still join us on Zoom.

More great news is that our association is celebrating its 100th year in 2022. Since its formation in 1922, the West San Gabriel Valley REALTORS® has always been a shining beacon that has stood to the highest standard of professionalism and ethics for our members. Our association is the voice of real estate for Los Angeles County and San Gabriel Valley and serves the communities of Alhambra, Rosemead, Monterey Park, San Gabriel, and Temple City. Our rich and culturally diverse membership is composed of over 3,300 residential and commercial REALTORS® who are brokers, salespeople, property managers, appraisers, and affiliates engaged in providing the highest quality of real estate & related services to the public.

The mission of the West San Gabriel Valley REALTORS® is to advocate and enhance the interest of REALTORS®; to promote adherence to the REALTOR® Code of Ethics and professional competency of members; to safeguard and preserve private property rights, always mindful of cultural backgrounds within our communities. In serving our culturally diverse membership and communities, The West San Gabriel Valley REALTORS® has consistently received the highest Culture Diversity Awareness Award from the National Association of REALTORS®.

We have always sought to provide the most cutting-edge technology to our members to enhance their ability to deliver the best services to their clients. Our association is one of the original founding members of the California Regional Multiple Listing Service, which has become the largest MLS Organization in the United States. It provides the best MLS system and over 25 of the most advanced applications and services to our members. Our member's IDX listing information is available in 13 languages and is distributed through various internet portals to internet viewers worldwide. This gives our members' listings the widest possible exposure on the domestic and global market. The most recent introduction of OneHome gives our members a whole new way of keeping track of listing information sent to their clients and arranging property showings. If you have not heard about OneHome, I urge you to access the online training videos available on the CRMLS website.

My leadership team and I are pledging to serve the association and our members with humility and vigor to lead this great organization into its 100th year of operation and to ensure our association will continue to provide the highest level of excellent services to our community and our members for the next 100 years.

Have a wonderful Holiday Season and a healthy and prosperous 2022!

Sincerely yours,

Brian H. Chen
2022 President



CONNECTION | West San Gabriel Valley REALTORS® WINTER 2021 | Newsletter

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All articles are informational and are not intended to be a substitute for professional assistants. Consult a professional as needed.



WEST SAN GABRIEL VALLEY
REALTORS[®]
Where Members Come First!

*To:
WSGVR
Members, BOD & Staff*



*Wishing you
safety, healthy
and prosperity
in 2022.*



Farewell Message from 2020/2021 President



WSGVR STRONG

S = San Gabriel
T = Team
R = Respect
O = Organization
N = Nurture
G = Genuine

I am Mindy Yeh with RE/MAX 2000 Realty. It has been an honor, privilege, and unforgettable journey for me to have been your 2020 and 2021 President. I would like to recap the 2021 Virtual Installation Theme:

I would like to share some of the accomplishments that our 2020 and 2021 leadership team achieved in response to our theme, mission, and strategic goals:

1. Sold our Chapman Building in first quarter of 2020.
2. Purchased our 1031 tax deferred exchange property in the city of Glendora, Barranca Building in summer of 2020.
3. Formed an Inclusion and Diversity Task Force.
4. Continues to hold virtual, live, and hybrid training webinars and meetings.
5. Provided more benefits to members by offering additional workspace and accessory services, which will be available in 2022.
6. Worked closely with our five cities and elected officials.
7. Worked closely with our Government Affairs Consultant, Mel Wilson, to search for our newly appointed WSGVR Government Affairs Director (GAD), Karen Herrera. Mr. Wilson also conducted a variety of leadership training classes for our leadership team and membership.
8. WSGVR Global Business Council was able to maintain our 2019 National Association of REALTORS® DIAMOND Award for another two years.
9. WSGVR signed Memorandum of Understanding (MOU) with Canadian Real Estate Association (CREA) on December 15, 2020, and Global Real Estate Association of Seoul (GRAS) on June 3, 2021

I would like to thank my family; our Executive Officer, Albert Tran and his staff; our Legal Counsel, Jim Klinkert; Government Affairs Consultant, Mel Wilson; the 2020/2021 Board of Directors; and all our members for your support and dedication! I couldn't have done this without your full support. Thank you from the bottom of my heart.

Season's Greetings and wishing you the best in 2022. I look forward to seeing each of you at our headquarters as we celebrate our 100 years in existence.

What's Happening in Your City & Los Angeles County Winter 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.

49th Assembly District Special Election Called

A special primary election for the seat in the 49th District Assembly about to be vacated by Assemblyman Ed Chau will be held Feb. 15 with the general election slated for April 19. Chau was recently appointed to be a Los Angeles County Superior Court Judge by Gov. Gavin Newsom.

Chau would have been termed out of the Assembly in 2024 after representing a district in which 45% of voters are registered Democrats; 19% Republicans; and 32% with no party preference. The 49th District is comprised of the cities of Alhambra, Arcadia, El Monte, Monterey Park, Rosemead, San Gabriel, San Marino and Temple City as well as portions of Montebello and South El Monte.

Los Angeles Community College District Trustee and former Assembly candidate Mike Fong, San Gabriel City Councilman Jason Pu, Service Employees International Union organizer Frank Torres and Burton Brink, a retired LA County Sheriff who has run for the seat twice before have already filed to run for the opening.

Fong has already been endorsed by Chau, U.S. Rep. Judy Chu, former Assemblyman Mike Eng, and Supervisor Hilda Solis.

City and County Update Winter 2021 compiled by GAD Karen Herrera

Alhambra • By Tom Tseng



On November 8, 2021, the City Council directed staff to both create an SB9 ordinance and identify areas in SB9 where the City could retain local control related to urban lot splits. Council discussion on this topic included but was not limited to, preventing SB9 projects from expanding, protecting residential neighborhoods, implementing strict size and height limits, retaining local control, and how SB9 and ADU legislation can successfully co-exist.

Based on comments from the City Council and a review of what other cities in the San Gabriel Valley are doing, staff will present a menu of items on SB9 including the potential impact of a specific standards such as lot size, objective zoning standards, objective design standards, demolition, affordability, easements, periodical inspections and urban lot splits in conjunction with ADUs.

On 10/25/21 Alhambra City Council meeting, City council members passed the motion in a 5:0 vote to formally reject the long considered "Village project". The public's opinions were invited prior to the vote.

The City of Alhambra is also in the process of redistricting its 5 districts. The meetings are ongoing and detailed discussion times can be found on the City website. The process is expected to finalize in March of 2022.

Rosemead • By Lucia Tam

Borstein Enterprises Concept Presentation Borstein Enterprises has submitted a Pre-Application, proposing to develop a 35-unit residential planned development on three parcels totaling approximately 147,233 square feet (3.38 acres). The project will require a Zone Change from a Single-Family Residential (R-1) to Planned Development (P-D) and a General Plan Amendment from Low Density Residential (LDR) to a Medium Density Residential (MDR). The subject site is located at 8601 and 8623 Mission Drive in the Single-Family Residential (R-1) zone.

BizFed • By Lucia Tam



As part of a last-minute change to its Building Decarbonization Proceeding, the California Public Utilities Commission (CPUC) is considering a proposal that would make it more expensive for developers to connect to gas distribution lines, slowing efforts to expand the State's affordable housing stock. Agencies should be adopting measures to accelerate housing development, not slow it down.

Under current gas line extension rules, when a building is constructed, the entity that owns the building applies for connection to the gas utility's system. The total cost is paid by the owner, but that owner can receive an allowance, discount, and/or refund of some of those costs if certain criteria are met. The CPUC is also considering removing these discounts to make building with gas more expensive in an effort to encourage electric-only construction.

Members of the Southern California Association of Governments voted to pause development of the SoCal Greenprint for future study and review. Chris Wilson, public policy manager for the Los Angeles County Business Federation, said the tool could have "unintended consequences" and negatively affect some 4,000 transportation projects in the L.A. region alone, including pausing construction because of environmental concerns associated with the Greenprint.

Los Angeles County • *By Lucia Tam*

Los Angeles County's Tenant Opportunity to Purchase Act (TOPA) was discussed but the formal working group and ordinance development process is still under review and has not yet commenced.

Supervisor Barger also announced \$1 Million in additional funding to support Public Safety during the holiday shopping period.

Supervisor Barger provided \$300,000 in discretionary funds earmarked for community development to Penny Lane Centers ensuring the timely completion of Imagine Village II – a new project that will provide housing for low-income families located in Lancaster.

Monterey Park • *Tomas Wong*



The Council conducted a public hearing and unanimously passed a motion to consider permitting and developing a 509,295 SF multi-story mixed use residential/commercial project over three subterranean parking levels located at 114 E. Garvey Ave.

The Council held a public hearing to receive testimony regarding the redrawing of council district boundaries pursuant to elections code 21601. There are 2 options; one adopting the existing map, or the other to redraw the existing council district map. Both options will require public hearings and seek public input.

Monterey Park officially launched a new smartphone app and innovative local shopping incentive program entitled Monterey Park Rewards at the Jardin El Encanto on November 15th, 2021. The app can be downloaded by searching for "Monterey Park rewards" on you Android or IOS smartphone or tablet.

San Gabriel • *By Nanette Ong*



The San Gabriel City Council discussed State Approved Housing Legislation: SB 8 - Extending the Housing Crisis Act of 2019 to 2030; SB 9 - The "Duplex" Measure involving statewide rezoning of Single-Family Neighborhoods and Urban Parcel Splits; and SB10 - Housing ordinance, planning and density. Discussion included the City's efforts to curtail the passing of these senate bills including sending opposition letters to the state legislature and Governor's Office.

The City also discussed the following:

- Potential of an initiative to reverse the legislation,
- The limited amount of time to enact Senate Bill (SB) 9 provisions,
- Doing the City's fair share in adding housing units,
- Being cautious about litigation to address housing issues related to this legislation,
- How the addition of housing units on a property would affect Proposition 13 assessments,
- Penalties for not meeting Regional Housing Needs Assessment (RHNA) numbers,
- Impact on historic properties,
- Input from the Historic Preservation and Cultural Resource Commission,
- Positive and negative fiscal impacts to the City,
- Lack of affordability component in SB 9,
- Enforcement mechanisms,
- Development of objective design standards to comply with the new legislation,
- Institutional developers' lack of investment in the community,
- Educating the community as to the impacts of the legislation,

The City will also need to adopt an ordinance as quickly as possible in order to comply with the legislation and ensure it fits into the City of San Gabriel properties as much as possible.

San Gabriel City Council discussed the current topic of Phase 2 redrawing the lines of the community and redistricting the community. Please visit wedrawthelinesca.org to voice your opinions and participate in redistricting your area.

Temple City • *By Shun Zhang*



The City Council had a special meeting regarding SB-9; a newly enacted state allowing for urban lot splits. The changes will require local agencies to approve applications to subdivide single-family zoned lots into a maximum of two lots and to allow the construction of two units on each new lot. Specifically, an R-1 zoned, single-family lot, could potentially have four units. The minimum size of a new lot is 1,200 square feet and lots must be at least 40 percent the size of the original lot.

The City Council is considering using the City's PLHA funding (Permanent Local Housing Allocation program) for two activities. The first would be a \$288,540 allocation to expand the City's Housing Rehabilitation Programs and \$30,270 to the SGVRHT. (San Gabriel Valley Housing Trust).



GLOBAL HIGHLIGHTS

A Look at the 2021 International Transactions in U.S. Residential Real Estate



2021 HIGHLIGHTS

\$54.4 BILLION
Foreign buyer residential purchases during April 2020 - March 2021

107,000
foreign buyer existing-home purchases

\$351,800
Foreign buyer median purchase price

58%
Foreign buyers who resided in the U.S. as recent immigrants or visa holders

TOP 5 FOREIGN BUYERS

| | | |
|-------------------------|---------------------------------|------------------------|
| CHINA \$4.5B | CANADA \$4.2B | INDIA \$3.1B |
| MEXICO \$2.9B | UNITED KINGDOM \$2.7B | |

CHINA

Volume of Sales: \$4.5B
Number of Purchases: 6,300
Median Purchase Price: \$476,500
Average Purchase Price: \$710,400

*China includes buyers from the People's Republic of China, Hong Kong, and Taiwan.

Adopted from the NAR Global.



CANADA

Volume of Sales: \$4.2B
Number of Purchases: 8,800
Median Purchase Price: \$400,900
Average Purchase Price: \$473,600



MEXICO

Volume of Sales: \$2.9B
Number of Purchases: 7,100
Median Purchase Price: \$341,400
Average Purchase Price: \$407,500



INDIA

Volume of Sales: \$3.1B
Number of Purchases: 4,700
Median Purchase Price: \$538,900
Average Purchase Price: \$662,600



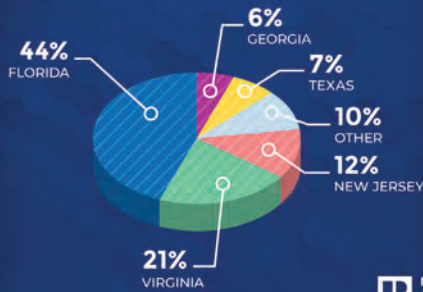


UNITED KINGDOM

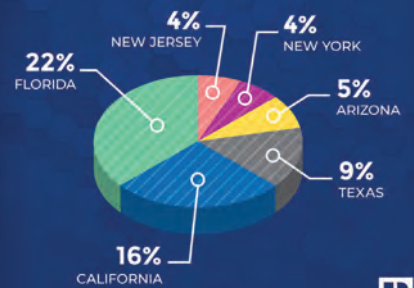
Volume of Sales: \$2.7B
 Number of Purchases: 3,800
 Median Purchase Price: \$366,600
 Average Purchase Price: \$718,800



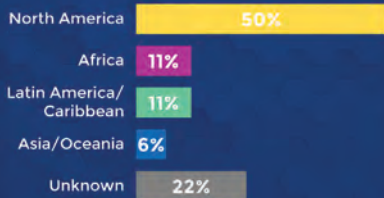
TOP DESTINATIONS OF UNITED KINGDOM BUYERS



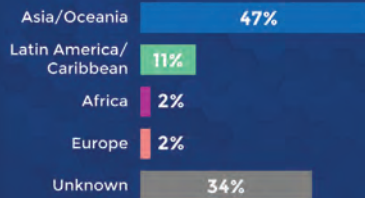
TOP 6 STATES FOR FOREIGN BUYERS



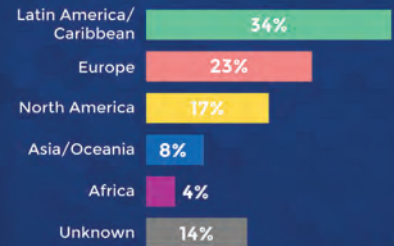
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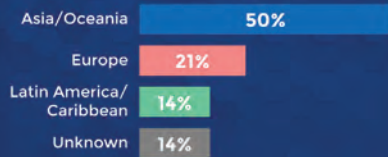
TOP FOREIGN BUYERS OF THE TOP 6 STATE DESTINATIONS REGION OF ORIGIN OF CALIFORNIA'S FOREIGN BUYERS



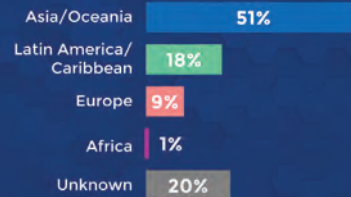
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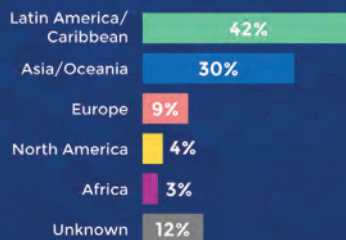
TOP FOREIGN BUYERS OF THE TOP 6 STATE DESTINATIONS REGION OF ORIGIN OF NEW JERSEY'S FOREIGN BUYERS



TOP FOREIGN BUYERS OF THE TOP 6 STATE DESTINATIONS REGION OF ORIGIN OF NEW YORK'S FOREIGN BUYERS



TOP FOREIGN BUYERS OF THE TOP 6 STATE DESTINATIONS REGION OF ORIGIN OF TEXAS' FOREIGN BUYERS



Learn more at NAR.REALTOR/GLOBAL



A Homeowner & Buyer's Guide to FAIR HOUSING

Enacted in the late 1960's,
fair housing laws make
our communities stronger
and more diverse.

YOU ARE PROTECTED UNDER THE FAIR HOUSING ACT

The Fair Housing Act prohibits discrimination when you are renting, buying, or securing financing for any housing.

It prohibits discrimination based on the following¹:



RACE



COLOR



DISABILITY



FAMILIAL
STATUS



NATIONAL
ORIGIN



RELIGION



GENDER

WHAT ARE MY RIGHTS WHEN BUYING A HOME?

You have the right to expect that housing will be available to you without discrimination or other limitations based on race, color, religion, sex (gender), handicap (disability), familial status, or national origin.



EXPLORING YOUR OPTIONS

Your right to fair professional service means your real estate practitioner must give you the opportunity to look at a variety of housing choices within your price range, without discrimination².



CHOOSING YOUR NEIGHBORHOOD

You have the right to pursue the house you want, in whatever neighborhood that might be. Whether you are house hunting in an urban area or a rural town, you can look at locations that match your needs without fear of bias or prejudice³. Talk to your agent about what's important to you before going to look at properties.



PURCHASING YOUR HOME

You have the right to a non-discriminatory, fair sale of a home. During the purchase process, including when you apply for financing, you have a right to fair and equal treatment⁴.

EXERCISE YOUR FAIR HOUSING RIGHTS

Everyone has the same opportunity to pursue the dream of homeownership. Learn more about the importance of fair housing and where to go to report a violation.



**NATIONAL
ASSOCIATION
OF REALTORS®**
NAR.realtor/fair-housing

Visit NAR.realtor to get in touch with your local REALTOR® board or to learn more about fair housing.



**U.S. DEPARTMENT
OF HOUSING AND
URBAN DEVELOPMENT**
HUD.gov/fairhousing

If you're curious about your fair housing rights, or need to file a complaint, visit HUD.gov for more information.

SOURCES
1. National Association of REALTORS®. <https://www.nar.realtor/fair-housing-act/fair-housing-act-overview>
2. National Association of REALTORS®. <https://www.nar.realtor/fair-housing-act/fair-housing-act-property-rights-a-history>
3. National Association of REALTORS®. <https://www.nar.realtor/fair-housing-act/fair-housing-act-choosing-your-neighborhood>
4. Fair Housing Advocates of Northern California. <http://www.fairhousingadvocates.org/>



INSTALLS From Page 1

has been a full-time REALTOR® since 1985 and began at ERA Mulberry Realty in Whittier. He is currently employed as Compliance Manager with Pinnacle Real Estate Group in Temple City. He has served on the WSGVR Board of Directors (2020), the Grievance Committee, and the Membership Committee. He is Finance Committee Chair and has been C.A.R. Director in 2020, 2021, and will be again in 2022.

Serving as Immediate Past President is Mindy Yeh, who has been a member of WSGVR since 2012 and has served on numerous committees. Ms Yeh was the first two-term President in 2020 and 2021. She works for RE/MAX 2000 Realty in Rowland Height and has earned her NAR's Green Designation and e-PRO® Certification. Ms. Yeh was also President of the Chinese American Real Estate Professional Association (CAREPA) in 2020. She has been C.A.R. Director in 2020, 2021 and will be again in 2022.

Along with the leadership team, WSGVR is welcoming its 2022 directors: Marian Cavataio, Lorraine Clark, Jeff Huang, Nanette Ong, Tom Tseng, Tomas Wong, and Shun Zhang.

About the West San Gabriel Valley REALTORS®

The West San Gabriel Valley REALTORS®, established in 1922, is a trade organization with more than 3,200 REALTOR® members. For over 100 years, WSGVR has served REALTORS® throughout Southern California, specifically in Alhambra, Monterey Park, Rosemead, San Gabriel, and Temple City. The mission of the West San Gabriel Valley REALTORS® is to advocate and enhance the interests of REALTORS®; promote adherence to the REALTOR® Code of Ethics and professional competency of its members; to safeguard and preserve private property rights, always mindful of cultural backgrounds within communities.



San Gabriel, (December 9, 2021). In 2021, the West San Gabriel Valley Association of REALTORS® (WSGVAR) Foundation was able to make seven (7) donations to local charities totaling \$6,000.

The WSGVAR Foundation awarded \$1,000 each to Maryvale in Rosemead, the San Gabriel Valley Humane Society, the Salvation Army in San Gabriel, the YMCA in Alhambra, and Vietnam Veterans of America, Chapter 446-San Gabriel Valley, in Pasadena. It also awarded \$500 each to the Boys and Girls Club of West San Gabriel Valley in Monterey Park, and Asian Youth Center in San Gabriel. A representative from each charity attended the West San Gabriel Valley REALTORS® Ceremony via Zoom, where a certificate of appreciation and a check were mentioned. Each representative had an opportunity to share what they do for the community. Again, this is an event that brings giving to each organization meaningfully.

To donate, please choose one of the three options below:

1. Include a donation with your WSGVR REALTOR® dues payment;
2. Contribute to the Century Club in increments of \$100 or more;
3. Contribute online at: <https://wsgvarfoundation.org/>.

We appreciate your generosity and wish you a holiday season filled with gratitude, thanks, and rejuvenation of hope for the new year for your family and friends.

The 2021 WSGVAR Foundation Officers are: Lorraine Clark, President; Cesar Aviles, First Vice President; Robert Bodkin II, Second Vice President; Nancy Hunt, Secretary; and Marian Cavataio, Treasurer.

About WSGVAR Foundation. A non-profit 501(c)(3) organization established in 2013, is an entity to raise funds for scholarships and charities. Every year, WSGVAR Foundation raises funds and gives educational scholarships to high school students in five cities that we serve: Alhambra, Monterey Park, San Gabriel, Rosemead, and Temple City. The Foundation also donates money to local charitable organizations annually.



Real Peace of Mind

Optimize your ROI while taking the stress out of owning a rental home.

With over 30 years of experience and offices in 48 states and Canada, Real Property Management takes the stress out of rental home ownership. Our skilled professionals are some of the most thoroughly trained in the property management industry, and their biggest goal is to help you get the most out of your real estate investments. Real Property Management Fairmate has the capacity and skills necessary to manage investments of all

sizes, from a single rental home to a large number of apartments, like a business, keeping you in the loop while handling the day-to-day needs and stress that typically comes with rental home ownership.

Successful investors across the San Gabriel Valley trust Real Property Management Fairmate to professionally manage every aspect of their rentals, providing REAL peace of mind. Make the most out of your life by leaving your investment in the confident and capable hands of Real Property Management Fairmate.



Call **626.673.5344** or Visit **RPMFairmate.com** to learn how we can put our experience to work for you.



2022 REAL ESTATE RELATED LAWS

By Karen Herrera
WSGVR Government Affairs Director



This year of twists and turns is ending, and Governor Newsom has signed into law a cadre of laws; many of them affecting how REALTORS® do business. A full listing of property transaction related laws including such topics as eviction moratoriums, escrow, property tax can be found by following the below link:
<https://www.car.org/legal/Recent-Legal-Developments/2022-New-Laws>

Of the approximate 30 new laws, a few stood out deserving further highlighting. They are as follows:

Housing: Small Home Developments – AB 803

Facilitates the construction of inexpensive single-family housing units (“starter homes”) onsite surrounded by single-family or other lower density housing and ensures that it only applies to sites where single-family housing prevails. This law only applies to areas already zoned for multi-family residential use and requires cities and counties approve applications for a “small home lot development” if it meets criteria and removes the local agency’s ability to require setbacks between the units beyond the State Building Code, establishes a minimum home size, or requires enclosed or covered parking beyond the state density bonus law. It also establishes minimum densities and maximum, average home sizes as well as bans cities from requiring the creation of sometimes costly homeowner associations.

Department of Real Estate – SB 800

This law changes all references in the Real Estate Law from “bureau” to “department” further reinforcing that the Department of Real Estate has been since 2018 a department within the Business, Consumer Services and Housing Agency. It also expedites the processing for licensing a member of the US Armed Forces and changes continuing education requirements for a real estate licensee in good standing for 30 years and is 70 years of age or older.

Fire Hazard Zones: Home Hardening and Defensible Space Areas Expanded – SB 63 and SB 9

Presently, existing law requires that an owner of property

located in a high or very high fire hazard zone within a state responsibility area make various disclosures related to home hardening and that typically the buyer and seller agree for the buyer to comply with state defensible space laws or a local vegetation management ordinance. This law expands the fire hazard zones to apply also to a local responsibility area. Additionally, the Natural Hazard Defense (NHD) statement can no longer be relied upon to determine if the property is in such a zone. Additionally, SB 63 now requires Cal Fire to designate within local responsibility areas moderate, high, and very high fire hazard zones, as opposed to just very high fire hazard zones. These new designations will require home hardening disclosures and defensible space compliance for properties that fall within both very high and high fire hazard severity zones within a local responsibility area, thus, expanding the areas to which the disclosures apply.

Tax: Prop 19 implementing legislation – SB 539

Clarifies SB 19 regarding exemptions from reassessment allowing a homeowner to transfer their tax basis anywhere in the state even if the property is of greater value (with an adjustment upward in such case). Various issues regarding the transfer of a tax basis of a principal residence for seniors 55 or over, the severely disabled and victims of natural disaster, as well as the transfer of property or family farms from parent/grandparent to child/grandchild, are addressed and clarified. Most importantly, the purchase and sale of a homeowner’s principal residence may qualify for Prop 19 tax savings even if one leg of the transaction took place prior to April 1, 2021.

Names: Use of Prior Surname – AB 44

A real estate licensee who is a natural person and who legally changes the surname in which their license was originally issued may continue to utilize their former surname for the purpose of conducting business associated with their license so long as both names are filed with the department.

Housing: Streamlined Approval Process – AB 1174

Attempts to counter the legal tactics used to frustrate the streamlined approval process that was established in 2017. It specifies that the “shot clock” for a development or modifications is paused when a project is sued and clarifies that subsequent permit applications must only meet the objective standards that were in place when the project was initially approved.

INCREASE OF FHFA LOAN LIMITS

The Federal Housing Finance Agency (FHFA) recently announced the conforming loan limits (CLLs) for mortgages acquired by Fannie Mae and Freddie Mac (the Enterprises) in 2022 have been raised. In most of the U.S., the 2022 CLL for one-unit properties will be \$647,200, an increase of \$98,950 from \$548,250 in 2021. The 2022 Conforming Loan Limits represent a significant increase due to the historic house price appreciation over the last year many say because of the COVID-19 pandemic. While 95 percent of U.S. counties will be subject to the new baseline limit of \$647,200, approximately 100 counties will have conforming loan limits approaching \$1 million including Los Angeles.

The FHFA’s limits define the maximum one-unit single-family mortgage amounts that Fannie Mae and Freddie Mac may finance and are also used to define the loan limits for the FHA program. According to the National Association of REALTORS®, the FHFA’s actions will continue to ensure liquidity for the home purchase market. Follow the link for a [List of 2022 conforming loan limits](#) for all counties and county-equivalent areas in the U.S.



WSGVR Awards 2021



REALTOR® of the Year Award

Karen Kuit

Affiliate of the Year Award

Brandon Savransky

Lifetime Achievement Award

Carl Feldstein

WSGVR Distinguished Service Award

Mindy Yeh

Special Recognition Award

Sage Gomez

President's Award

**Giuseppe Veneziano
&
James Klinkert**



SAVE THE DATE

Multi- Chamber Mixer

17 March 2022 @ 5:00 pm

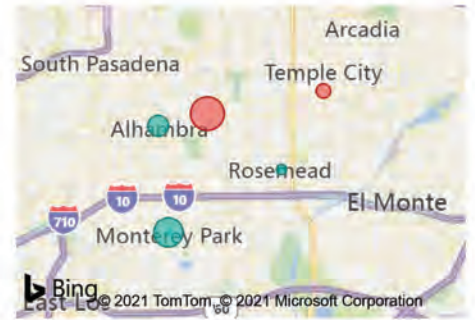
*Co-Sponsored by the Chambers of San Gabriel, Rosemead,
Alhambra, Temple City & Greater Monterey Park*



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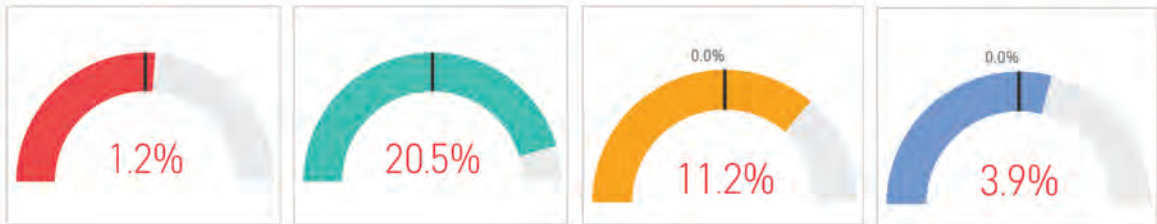
September 20... ▾



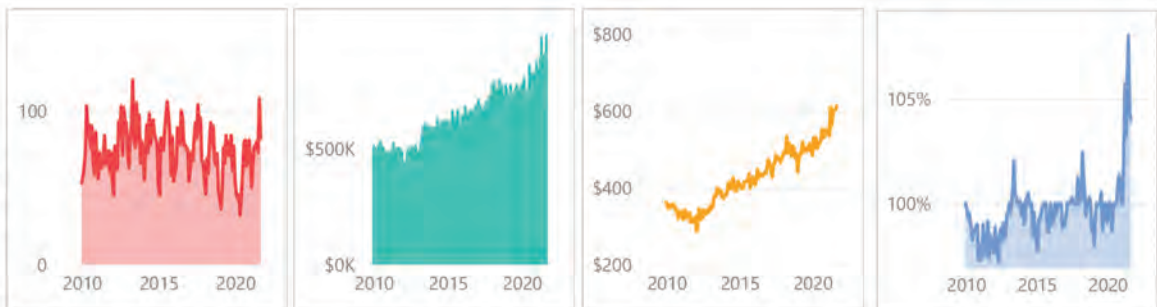
Snapshot



YoY % Chg.



Trends



Definitions



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.

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.

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.

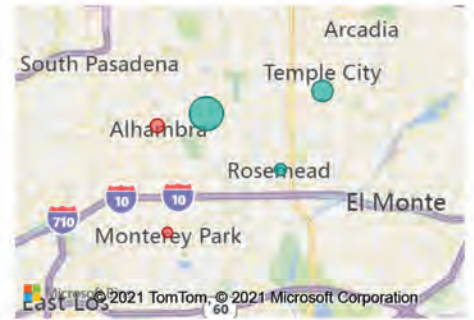
Existing SFR Med. Sales-to-List Ratio (%): Gap between selling and listing prices for homes sold on MLSs during the month for the selected area and property characteristics.



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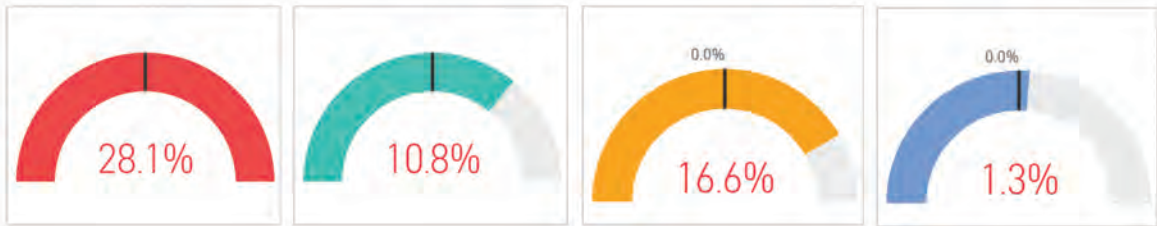
October 2021 ▾



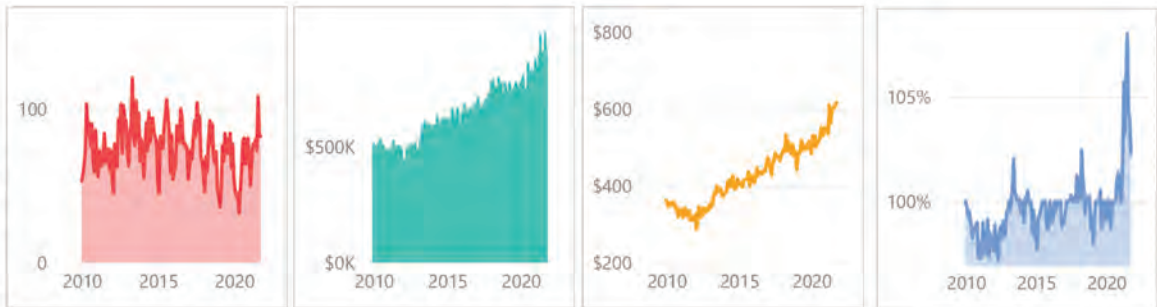
Snapshot



YoY % Chg.



Trends



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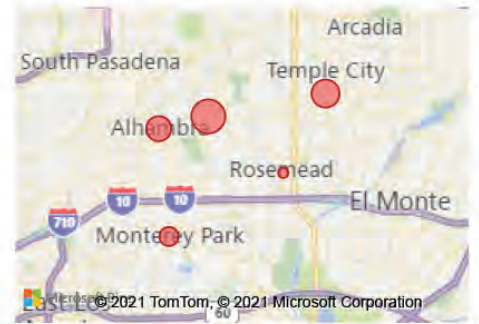
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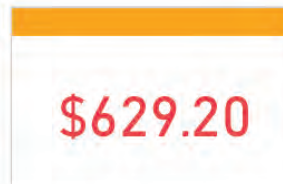
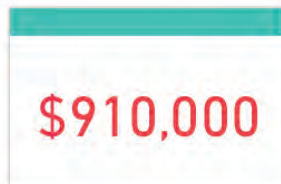
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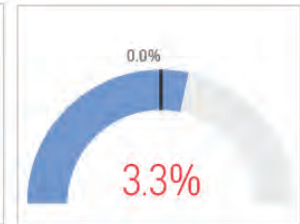
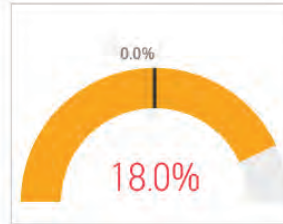
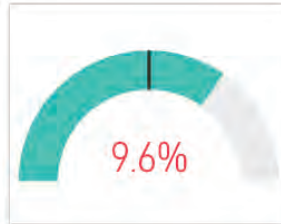
November 20... ▾



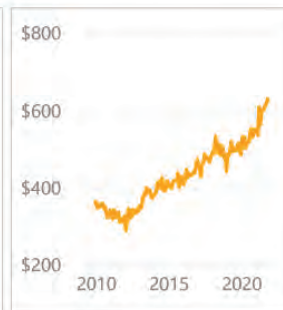
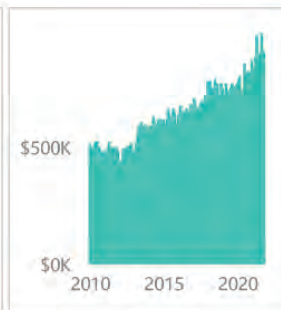
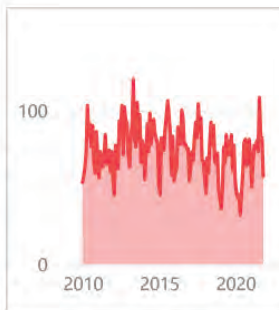
Snapshot



YoY % Chg.



Trends



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RRC 2021 CRSs OF THE YEAR



ALASKA

JULIE ERICKSON, CRS

DAKOTAS

KIM EFTA, CRS



ALABAMA

SHELLEY WATKINS, CRS

FLORIDA

ANN IRONS, CRS



CALIFORNIA

PAULINE LAM, CRS

HAWAII

KELLY SHAW, CRS



COLORADO

MICHELLE KLIPPERT, CRS

San Gabriel, CA (November 13, 2021). The Residential Real Estate Council (RRC) had the honor of handing out its 2021 Certified Residential Specialist (CRS) of the Year Award to 20+ amazing agents! These Designees showed outstanding achievement in not only advancing the RRC/CRS mission in their states, but also going above and beyond in their communities. Congratulations to you all and thank you for being proud CRSs!

Among the 20+ awardees, Pauline Lam, one of the West San Gabriel Valley REALTORS® (WSGVR) members, received this prestigious award from RRC. To congratulate Ms. Lam for her outstanding achievement, 2022 WSGVR President, Brian Chen, CRS, stated, "On behalf of the West San Gabriel Valley REALTORS®, we would like to congratulate Pauline Lam for receiving the 2021 CRS of the Year Award in San Diego during the RRC Inaugural Installation & Awards Ceremony on November 13, 2021.

Pauline Lam currently serves as "Southern California Education Chair" and "Regional Network Director" in the San Gabriel Valley area of California Residential Real Estate Council. She will serve as a Membership Chair for the California RRC/CRS Region in 2022.

In addition to her responsibilities at the RRC/CRS, Ms. Lam is serving as a 2-year term on the Board of Directors of the West San Gabriel Valley REALTORS® in 2021 and 2022. She is a Co-Chair of the 2021 Education Committee and member of Legislative Committee and Global Business Council, MLS/Tech Committee, Grievance Committee and Special Events/Membership Committee. In 2022, she is selected to the Secretary of WSGVR. She has been a member of the West San Gabriel Valley REALTORS® since 2002.

Besides keeping herself busy as a 2021-22 California Association of REALTORS® State Director, Pauline loves music, dance and conduct research on various topics as needed.

California September 2021 Sales and Price Report

Pending sales dipped by double digits again

-14.2%

Pending sales yty% chg

\$808,890

Median home price

CA median price dipped from peak but remained over \$800k

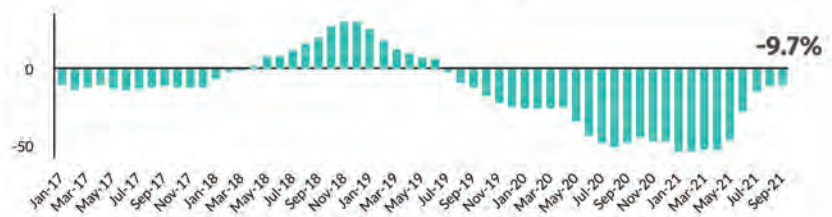
Sales-to-list price ratio is down to the lowest level in 7 months

101.9%

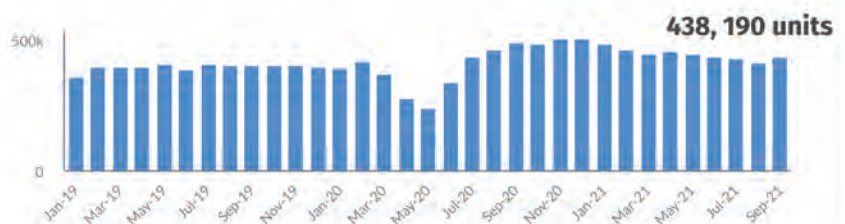
Sales-to-List Price Ratio

Active listings had the smallest decline in two years

Active Listings YTY % Change



Home sales bounced back after dipping to a 14-month low in August



www.car.org/marketdata

California October 2021 Sales and Price Report

Active listings had double-digit decline in Oct 2021

-18.3%
Year-over-Year % Change in Active Listings

101.5%
+1.3% increase from Oct. 2020

Sales-price to list-price ratio lowest in eight months

30 Yr. mortgage is above 3% for the first time in six months

3.07%
24 basis pt. above Oct. 2020

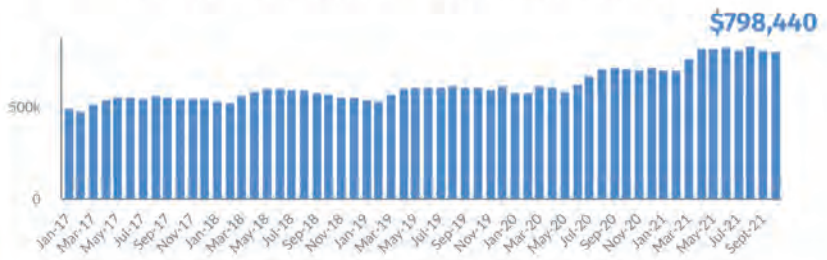


www.car.org/marketdata

Time on market is higher than prior year for the first time in 25 months



Statewide median price dipped below \$800k for the first time in seven months



California November 2021 Sales and Price Report

Pending sales had the smallest drop in 6 months

-9.0%
Pending sales yty% chg

\$782,480
Median home price

CA median price below \$800k for the 2nd straight month

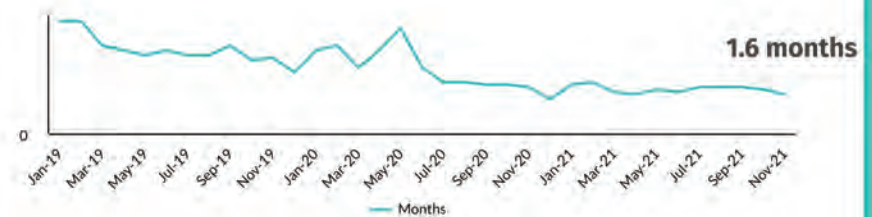
Time on market up from last year

11 days
Time on market

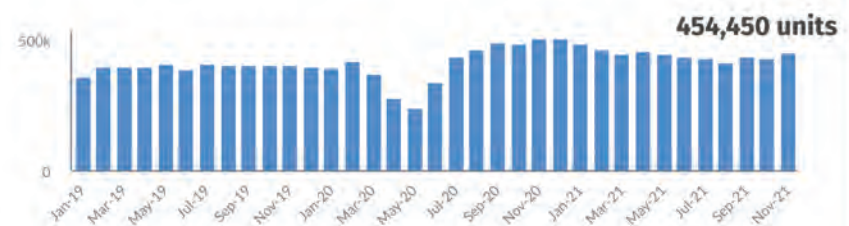


www.car.org/marketdata

Inventory dipped to the lowest level since April 2021



Sales bounced back and remained above pre-pandemic levels



“Your Health and Safety Matters!”

January is National Radon Action Month



Radon is a naturally occurring radioactive gas that can cause lung cancer.

You can't see or smell radon. Testing is the only way to know your level of exposure. Radon can have a big impact on [indoor air quality](#).

WHAT IS RADON?

RADON IS A RADIOACTIVE GAS RELEASED FROM THE NORMAL DECAY OF THE ELEMENTS URANIUM, THORIUM, AND RADIUM IN ROCKS AND SOIL.

Radon is estimated to cause about 21,000 lung cancer deaths per year, according to EPA's 2003 Assessment of Risks from Radon in Homes (EPA 402-R-03-003) The numbers of deaths from other causes are taken from the Centers for Disease Control and Prevention's 1999-2001 National Center for Injury Prevention and Control Report and 2002 National Safety Council Reports. <https://www.epa.gov/radiation/epa-assessment-risks-radon-homes>

Radon and other risks of death scale per year:

| | |
|--------------------------|---------------|
| <i>Radon</i> | <i>21,000</i> |
| <i>Drunk Driving</i> | <i>17,400</i> |
| <i>Falls in the home</i> | <i>8,000</i> |
| <i>Drownings</i> | <i>3,900</i> |
| <i>Home Fires</i> | <i>2,800</i> |

HOW DO YOU KNOW IF YOU'RE AT RISK?

THE EPA REPORTS ELEVATED LEVELS OF RADON GAS HAVE BEEN MEASURED IN EVERY STATE. EVERYONE IS AT SOME RISK. SMOKERS WHO ARE EXPOSED TO ELEVATED LEVELS OF RADON GAS ARE AT HIGHER RISK OF DEVELOPING LUNG CANCER.

EPA Recommends: Test your home for radon—it's easy and inexpensive.



HOW TO TEST YOUR HOME

You can't see radon, but it's not hard to find out if you have a radon problem in your home. All you need to do is test for radon. Testing is easy and should only take a few minutes of your time.

The amount of radon in the air is measured in “picocuries per liter of air,” or “pCi/L.” There are many kinds of low-cost “do it yourself” radon test kits you can get through the mail and in some hardware stores and other retail outlets. If you prefer, or if you are buying or selling a home, you can hire a qualified tester to do the testing for you. You should first contact your state radon office about obtaining a list of qualified testers. You can also contact a private radon proficiency program for lists of privately certified radon professionals serving your area. For links and more information, visit <https://www.epa.gov/radon/find-radon-test-kit-or-measurement-and-mitigation-professional>

About Radon

Radon is a naturally occurring radioactive gas that is invisible and odorless. Breathing air with elevated levels of radon gas results in an increased risk of developing lung cancer. Not everyone exposed to radon will develop lung cancer, but the U.S. EPA and the National Cancer Institute estimate the annual number of lung cancer deaths in the United States attributable to radon is between 7,000 and 30,000.

The gas forms from the radioactive decay of small amounts of uranium and thorium naturally present in rocks and soils. Some amount of radon exists in all rocks and soils, but some rock types, such as black shales and certain igneous rocks, can have uranium and thorium in amounts higher than is typical for the earth's crust. At these locations, increased amounts of radon will be generated in the subsurface. Because radon is a gas, it can easily move through soil and cracks in building slabs or basement walls and concentrate inside a building. Areas with higher amounts of radon in the underlying rocks and soil are likely to have higher percentages of buildings with indoor radon levels in excess of U.S. Environmental Protection Agency guidelines.

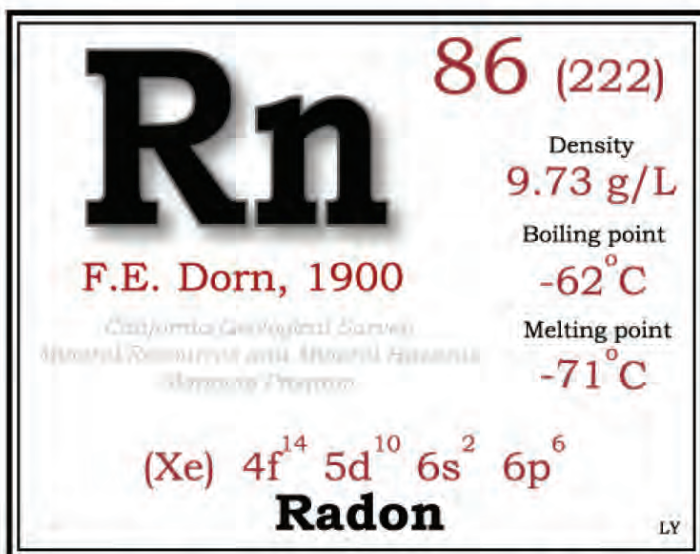
The average concentration of radon in American homes is about 1.3 picocuries per liter and the average concentration in outdoor air is about 0.4 picocuries per liter. The U.S. EPA recommends that individuals avoid long-term exposures to radon concentrations above 4 picocuries per liter. The only way to know what the radon level is in a building or home is to test the air. Fortunately, [radon testing](#) is relatively simple and inexpensive.

Radon Detectors. This photograph shows two types of inexpensive indoor radon level detectors. Short-term detectors (a) use activated charcoal to adsorb radon from the air and are typically used for tests of 2 to 7 days duration. Long-term alpha-track detectors (b) consist of a piece of special plastic inside a container. They are typically used for tests of 91 days or more. When enough collection time has passed, detectors are sent to special laboratories for analysis.

The California Indoor Radon Program

The [California Department of Public Health \(CDPH\) Radon Program](#) collects radon test data for buildings throughout the state and maintains a radon database, [California Radon Measurements by Zip Code](#). The CDPH uses this database to identify areas with excessive indoor radon levels, areas that may need testing, and to inform the public of the results. The California Geological Survey prepares maps and reports to help the CDPH Radon Program identify areas of radon potential in California. The maps and reports we prepare are advisory, not regulatory. They cannot be used to determine the indoor-air radon level of a particular home or building. The only way to know the radon concentration within a home or building is to actually [test for it](#).

<https://www.city-data.com/radon-zones/California/California.html><https://www.city-data.com/radon-zones/California/California.html>



CALIFORNIA - EPA Map of Radon Zones

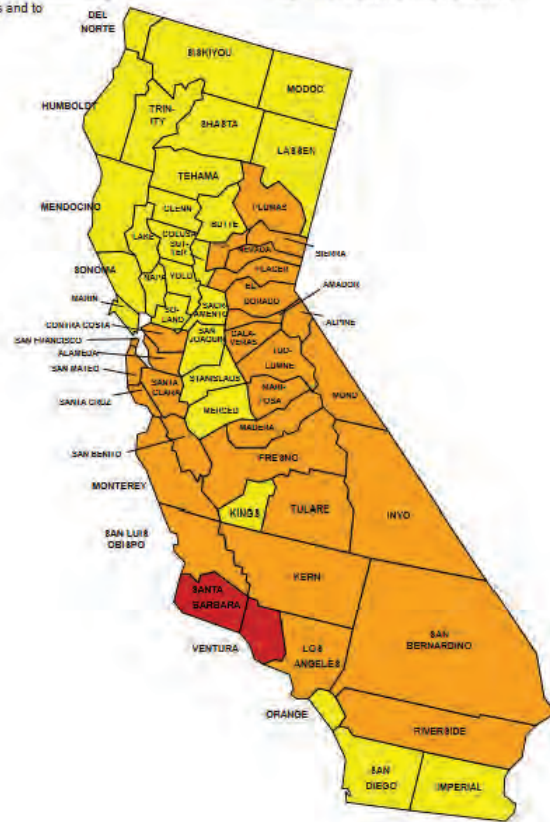
<http://www.epa.gov/radon/zonemap.html>

The purpose of this map is to assist National, State and local organizations to target their resources and to implement radon-resistant building codes.

This map is not intended to determine if a home in a given zone should be tested for radon. Homes with elevated levels of radon have been found in all three zones.

All homes should be tested, regardless of zone designation.

IMPORTANT: Consult the publication entitled "Preliminary Geologic Radon Potential Assessment of California" (USGS Open-file Report 93-292-I) before using this map. See <http://energy.or.usgs.gov/radon/grpinfo.html>. This document contains information on radon potential variations within counties. EPA also recommends that this map be supplemented with any available local data in order to further understand and predict the radon potential of a specific area.



Zone 1



Zone 2



Zone 3

The California Radon Program seeks to reduce human exposure to radon in residential and school structures. The program aims to educate California residents about radon and its risks, encourage residents to have their homes and schools tested and, if necessary, mitigated, and promoting radon resistant construction methods for homes and schools in high radon potential areas. The program has been operated by the California Department of Public Health (CDPH) for over twenty years with matching State Indoor Radon Grant (SIRG) Program funds from the U.S. EPA.

One cornerstone activity of California's Radon Program has been surveying and mapping Radon Potential Zones throughout the state. These regional surveys identify high, moderate, or low radon potential areas, produce a detailed radon potential map and report of the region, and generate test results for the statewide database. CDPH has conducted radon surveys to collect the data used for generating these maps and reports. The California Geological Survey (CGS) works with CDPH to create the reports.

Since 1995, CDPH and CGS have worked cooperatively to generate publications that identify radon potential from residential surveys. This partnership has produced twelve maps and reports which characterize radon potential for over 50% of California's population.

Fix your home if your radon level is 4 picocuries per liter (pCi/L) or higher

<https://www.epa.gov/radon/consumers-guide-radon-reduction-how-fix-your-home>
<https://www.epa.gov/radon/radon-resources-home-buyers-and-sellers>

https://www.epa.gov/sites/default/files/2016-12/documents/2016_consumers_guide_to_radon_reduction.pdf

<https://www.epa.gov/sites/default/files/2014-08/documents/california.pdf>
<https://www.city-data.com/radon-zones/California/California.html>

https://sosradon.org/files/sosradon/CA%20Radon%20Facts_1.pdf

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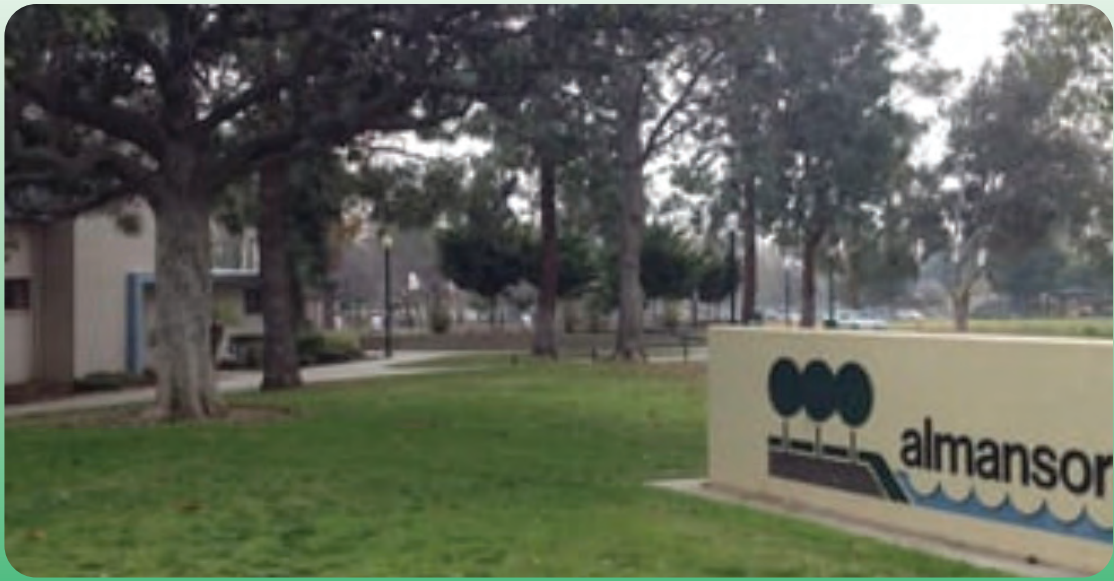
Alhambra Park



Alhambra Park



Alhambra Park



Almansor Park/Almansor Golf Course



Almansor Park/Almansor Golf Course



Almansor Park/Almansor Golf Course



Almansor Park/Almansor Golf Course



Almansor Park/Almansor Golf Course
Photos by Albert Tran