



SPRING/SUMMER 2018

SAN GABRIEL VALLEY CONNECTION

2018 C.A.R. Legislative Day (Page 4)

NAR Legislative Meetings (page 6)

The International Importance of REALTORS® Legislative Meetings & Trade Expo (page 10)

Upcoming Events and Classes (page 11)



SUMMARY

- 4 2018 C.A.R. Legislative Day
- 6 NAR Legislative Meetings
- 7 Consumer Interest Trends Towards Sustainability, say Realtors®
- 8 Rent Control for L.A. County
- 10 The International Importance of REALTORS® Legislative Meetings & Trade Expo
- 11 Upcoming Classes

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Hello Members of the West San Gabriel Valley Association of REALTORS®,

We had a very exciting second quarter this year. The highlights are as follows:

From May 1st to May 5th, C.A.R. Directors and members from our Association traveled to the State Capitol in Sacramento to attend C.A.R.'s Legislative Day & meetings. We headed over to the Capitol to discuss with our state legislators the issues of importance to the real estate industry, such as housing shortage and housing affordability.

From May 14th through May 19th, our leadership team traveled to Washington D.C. to attend REALTOR® Legislative Meetings, Forum Discussions, and Capitol Hill visits. We expressed our concerns on Tax Policy, National Flood Insurance Program among other issues to Congresswoman Judy Chu who represents our district.

On June 8, 2018, we held a very fun and successful Charity Golf Tournament at Almansor Golf Course in Alhambra which was organized by the Golf Sub-Committee. We proudly raised over \$6,000.00 for the WSGVAR Foundation as well as various committees. On July 19th we will be holding elections for our 2019 Board of Directors. Please remember to vote. It is our duty to get involved in our community and to elect those who can lead those efforts.

NAR has been putting out a Call For Action, regarding the National Flood Insurance Program, which I hope you are all responding to. Remember if we don't let our Representatives hear our voice they won't know our concerns.

Please also contribute to the REALTOR® Action Fund (RAF), it will help make sure that our voices are heard and enable C.A.R. to fight for us and our client's private property rights. The RAF protects our business and it can't be done without your contributions.

My best,
2018 President Helen Marston



2018 C.A.R. Legislative Day



On Wednesday, May 2, 2018, 20 WSGVAR members joined over 2,500 REALTORS® from across the state in Sacramento for Legislative Day. This is the time of year when California REALTORS® personally meet with their legislators and discuss issues affecting the industry, their clients, and their business. REALTORS® make up the largest group to visit Sacramento each year and speak to their local State Assembly and Senate representatives.

Highlights of the California Association of REALTORS® morning briefing at the Sacramento Convention Center included welcome remarks by C.A.R. President Steve White and other C.A.R. officers, and a special address by Governor Jerry Brown. Brown spoke about the state's economy being the engine that drives the U.S. economy by creating jobs, innovation, and creativity. He also spoke about California's housing shortage, homelessness, and the need to create affordable housing.

C.A.R. Chief Lobbyist Alex Creel briefed REALTORS® on hot issues and important points they needed to convey to their political representatives.



These hot issues included the following:

- * AB 1979 (Bonta/Steinorth) – Homeownership Savings Accounts – VOTE YES
- * SB 1469 (Skinner) – Accessory Dwelling Units – VOTE YES
- * AB 2618 (BONTA) – Specialty Licensing – VOTE NO
- * Housing Affordability Crisis – The Solution is Supply

Following a photo opportunity in front of the State Capitol, we headed over to the Capitol to discuss with our state legislators the issues of importance to the real estate industry. The WSGVAR Members along with the members of Arcadia, Citrus Valley, Montebello and Pasadena/Foothills Associations visited the Office of 49th District Assemblymember, Ed Chau. They asked Assemblyman Chau to VOTE YES on AB 1979 and SB 1469 and VOTE NO on AB 2618 as well as asking the Assemblyman to have a solution to supply more houses.



The Legislative Day concluded with a Capitol Reception where the legislators were met and greeted by their constituents.



NAR Legislative Meetings & Conference



Between May 15, 2018 and May 19, 2018, eight WSGVAR leadership team members attended the REALTORS® Legislative Meetings & Trade Expo in Washington, DC, where NAR members take an active role to advance the real estate industry, public policy, and the association. REALTORS® come to Washington, DC, for special issues forums,

committee meetings, legislative activities and the industry trade show.

Below are a few issues that the leadership team conveyed to Congresswoman Judy Chu:

- Support Strong Net Neutrality Protections
- Support National Flood Insurance Program
- Tax Policy
- Equal Access to Housing Opportunities

The REALTORS® Legislative Meetings & Trade Expo was concluded with the Board of Directors meeting on May 19, 2018. The NAR Board of Directors took a major step toward increasing professionalism in real estate by giving associations new resources for enforcing Code of Ethics violations, and it also positioned REALTORS® for the future by adopting the association's first dues increase in eight years.



Consumer Interest Trends Towards Sustainability, say Realtors®

NAR Article By: Jane Dollinger

Washington (April 24, 2018) – As consumer demand trends toward green and sustainable home features, REALTORS® continue to work to promote environmentally responsible features and business practices. Sixty-one percent of REALTORS® reported that consumers are interested in sustainability according to the NAR's REALTORS® and Sustainability 2018 report.

“Consumers continue to make it clear that environmentally friendly features and neighborhoods are an important factor in deciding where and what home to buy,” said NAR President Elizabeth Mendenhall, a sixth-generation REALTOR® from Columbia, Missouri and CEO of RE/MAX Boone Realty. “REALTORS® are leaders in the conversation about real estate sustainability, energy conservation and resource efficiency, and will continue to promote environmentally conscious strategies and best practices that benefit not just our clients, but also our communities.”

71 percent of agents and brokers reported that promoting energy efficiency in listings is either somewhat or very valuable. When asked what they consider to be the top market issues and considerations regarding sustainability, agents and brokers listed understanding lending options for energy upgrades or solar panels (36 percent), improving the energy efficiency of existing housing stock (34 percent) and the lack of information and materials provided to real estate professionals (30 percent).

The survey asked REALTORS® how comfortable they are answering questions about home performance and efficiency; 39 percent said they are comfortable or extremely comfortable. 40 percent of respondents say they are confident or extremely confident in their ability to connect clients with green lenders.

To account for growing consumer interest, 40 percent of respondents reported that their Multiple Listing Service (MLS) have green data fields, compared to only 15 percent that do not. Among those that do have green data fields, 37 percent of respondents use them to promote green features, 27 percent to promote energy information and 16 percent to promote green certifications.

A majority of respondents (80 percent) said that solar panels are available in their market, and 39 percent said that solar panels increased the perceived property value. 23 percent of brokers indicated that tiny homes – homes that are 600 square feet or less – are available in their market.

The transportation and commuting features that REALTORS® stated are very or somewhat important to their clients include easy access to highways (82 percent), short commute times and distance to work (81 percent) and walkability (51 percent).

For the first time, questions about commercial real estate were included in the survey. 70 percent of agents and brokers indicated that promoting energy efficiency in their commercial listings was very or somewhat valuable. The top building features that clients specified as very or somewhat important to their agents or brokers are utility/operation costs (80 percent), efficient use of lighting (64 percent) and indoor air quality (62 percent).

The REALTOR® Sustainability Program invited a sample of 112,220 active REALTORS® to participate in an online survey pertaining to sustainability issues facing consumers and the industry, resulting in 6,834 usable responses. NAR plans to use this report to better benchmark Realtor® understanding of sustainability and create resources to help REALTORS® better serve clients surrounding sustainability topics.

Rent Control for L.A. County

By Lee Lieberg

Over the past year the Los Angeles County Board of Supervisors has been looking into possible Tenant Protections as a way to address the issue of escalating housing costs. Too often these days politicians respond with the knee jerk reaction of suggesting rent control. As I watch the county move forward, I anticipate that short of a monumental effort by REALTORS®, landlords, and property rights advocates, the Board of Supervisors will implement a new policy by the end of the year.

This policy will directly affect the unincorporated areas of LA County and may well have a trickle-down effect on the other cities within LA County. Some of the unincorporated areas in our marketplace include; north San Gabriel, Altadena, and City Terrace.

The Board of Supervisors has created a Task Force called the “Tenant Protections Working Group”. The working group is stacked against landlords, being comprised of attorneys who specialize in protecting tenants and representatives of low income housing projects. Two members of the group who are most likely to present a balanced argument are a real estate broker, Malcom Bennett, and a real estate professor from the University of Southern California, Dr. Richard Green. The group showed their cards early on when Dr. Green requested that they seek to compare rents in LA vs. the unincorporated areas. The group shot down the idea stating that “we know what it is”.

Among the items the task force is

looking at are;

1. Rent Control - limiting the amount of annual increases.
2. Just Cause Eviction - compensation for tenants who are displaced for acceptable reasons.
3. Eviction Defense - providing free legal assistance to tenants.
4. Rental Registry - a system in which landlords are required to pay a fee and then provide information on the newly formed agency regarding the number of units, bedrooms/bathrooms and current rents.
5. Inspections - another fee based program where the newly created agency inspects the habitability of the units.



And should Costa – Hawkins get overturned at the ballot box in November, the working group is already talking about Vacancy Control, limiting the amount of increases when a unit becomes vacant and Rent Control on single family residents.

In the current month’s issue of “California Real Estate” magazine, they talk about rent control being a mirage. Yes, it is true that rent control will help some who are already locked in at below market rents, but it puts pressure on landlords to raise rents at every chance, and one of the unintended consequences is that it disincentivizes new construction. The real solution to escalating housing cost is to create more housing, not price fixing on the current supply. This further reduces new construction which is at the real root of our problem.

The simplest way to state our current housing shortage is that our population has been growing faster than our housing supply. To those of us in real estate, it is obvious that prices have risen as a result of low inventory. Ten or twelve years ago

it was not uncommon to have over 100 homes for sale in Alhambra, last month we had 28. We see the results frequently in multiple offers or exchangers desperately seeking up legs to complete their 1031.

The City of Los Angeles has had rent control since 1998. Twenty years in which to improve it. So why don’t all those people looking for affordable housing simply move to LA? The answer is clear, Rent Control doesn’t work. Rents are not affordable in LA. Providing affordable rents through rent control is but a false oasis.

Housing is a shared responsibility; it should not fall on one property owner to subsidize the living expense of a tenant. Most likely there will be a Board of Supervisors meeting in the Fall of 2018 where the recommendations of the Working Group will be discussed. We will be looking for people to attend.

If you are interested in attending this meeting and becoming more involved in our fight against rent control please send me an email at GAD@wsgvar.com and I will keep you informed on the status.

The International Importance of REALTORS® Legislative Meetings & Trade Expo

NAR Article By: Cynthia Fauth

This conference, in the past, was perceived to be U.S.-centric and not applicable to our international audience. In recent years, however, we've recognized a shift in the role that NAR plays in our global partnerships. NAR is widely lauded overseas for our success in advocating the U.S. government on issues impacting the real estate industry. Our level of influence is regarded as one of the strongest in the world, and we serve as an example of how our global cooperating associations can lobby and even partner with their governments to achieve positive results for the industry.

Jamaica is one success story that comes directly from the opportunity to experience NAR's legislative meetings.

"As a Jamaican, it was truly an eye-opener to join my Ambassador Association as they visited their representatives on Capitol Hill," said Howard Johnson, REALTOR®, broker, and 2018 president of the REALTORS® Association of Jamaica. "They brought with them well-researched and poignant issues in order for their voices to be heard. This encouraged me to utilise ideas as to how to approach our very own government officials back here in Jamaica."

"This trip enabled the REALTORS® Association of Jamaica to secure an appointment with the leadership of our country, both the current government and the opposition," said Johnson. "We successfully lobbied for reduction in taxes as a result."

Carlos Ipuche, the CMCPPI president in Buenos Aires, Argentina, also had an opportunity to visit Capitol Hill with Greater Tyler Association of REALTORS® (Ambassador Association to Argentina). He witnessed first-hand how important it is, and the opportunities that come from, partnering with government to improve the real estate industry, and this has helped him prepare for his upcoming meetings with the Argentinian government.

This year's event marked the highest international attendance to date, with over 90 international guests from 27 countries. Delegates from Andorra, Argentina, Australia, Belize, Brazil, Canada, China, Costa Rica, Dominican Republic, France, Greece, Honduras, India, Jamaica, Malaysia, Mexico, Mongolia, Nicaragua, Nigeria, Panama, Paraguay, Philippines, Singapore, Spain, Thailand, Ukraine and the UK were all on hand to experience our REALTOR® advocates in action.

So, if you saw a few of our international friends in your meetings and wondered how an event based on U.S. legislation is relevant to them – hopefully this will give you some insight!



UPCOMING CLASSES & EVENTS

July 25	Global Summit
July 27	Mortgage Loan Origination (MLO) Continuing Education
July 30	Master Video Marketing Like a Pro
Aug 3	Lunch & Learn
Aug 8	CRMLS Training
Aug 10	Social Security Secrets
Aug 11	New Member Orientation
Aug 13	zipFrom® Plus Training
Aug 14	Commercial Seminar
Aug 15	Alternative to the 1031 Exchange
Aug 17	License Renewal CalBRE 45-Hour Continuing Education
Aug 24	2018 Commercial Summit
Aug 25	Member Appreciation Picnic
Aug 27	e-PRO® Certification Course
Aug 29	At Home with Diversity Certification Course
Sept 7	Lunch & Learn
Sept 11	Commercial Seminar
Sept 12	CRMLS Training
Sept 14	New Member Orientation
Sept 17	zipForm® Plus Training
Sept 19	Notary Public Class and Exam
Sept 21	Lunch & Learn
Sept 24	Mortgage Loan Origination (MLO) Continuing Education
Sept 26	Self-Defense and "Real Estate Safety Matters: Safe Business = Smart Business"
Sept 28	2018 Broker Symposium II
Sept 28	Casino Night

*Classes are subject to change. Please check for these changes at <https://goo.gl/QKW89G>

FREE! You're Invited to our Picnic!

Member Appreciation Day!

Saturday, August 25, 2018
11:00a.m. - 3:00p.m.

Whittier Narrows Park, Area E1
524 Santa Anita Avenue
South El Monte, CA 91733

Must RSVP to Attend!

Come join us for a day of games, treats, lunch, face painting, drinks, and jumpers for kids! Bring your chairs and blankets and enjoy a fun day at the park with us! Free for families of 5 or less* (Additional attendees are \$5.00 each.)

Last day to register is Monday, August 20, 2018.

*\$20.00 to reserve your spot. Payment will be returned upon your attendance at the event. If reservation is not fulfilled, deposit will not be returned.



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