



WEST SAN GABRIEL VALLEY
REALTORS
Where Members Come First!

WINTER 2020

CONNECTION



Huntington Library, San Marino, CA

Photo by Albert Tran

MISSION STATEMENT

To advocate and enhance the interests 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 communities.

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EDUCATION SCHEDULE

December 22, 2020
9:00 am - 3:00 pm
Notary Public Webinar

January 5, 2021
11:00 am - 12:00 pm
Top Tax Secrets for the Successful REALTOR/Investor

January 6, 2021
9:00 am - 10:00 am
CRMLS Virtual Training: Matrix System Updates

January 12, 2021
12:00 pm - 1:00 pm
Commercial Webinar: Development Timeline

January 13, 2021
10:00 am - 12:00 pm
CRMLS Virtual Training: Matrix Agent Essentials

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

ASSOCIATION STAFF

ANGELICA MORALES
Operations Manager

KAREN SNOW
Accounting

PHONG TON
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BELEN BERRIOS
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CHRISTINE CHEN
Member Support Specialist

SUSAN KROGSTAD
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Honor and Privilege

Hard to believe it's December already! While most of us are wishing away 2020 as a year we want to forget. It is important to take some time to reflect on what we have accomplished during this turbulent time. 2020 was the year of the pandemic, but also flexibility and adaptability. It showed that REALTORS® are willing to be flexible and adaptable to new technologies, such as Zoom, Cell phone, Internet, and Webcam, to conduct their real estate transactions. When there is a crisis, there is always opportunity and I am confident that REALTORS® will continue to find new opportunity during the pandemic.

On Tuesday, December 15, 2020, the West San Gabriel Valley REALTORS® and the Canadian Real Estate Association, signed a Memorandum of Understanding (MOU) to build a relationship between the two associations that will allow members to collaboratively learn about perspective markets, increase their cross-border transactions, and make referrals.

I would like to take this opportunity to thank our 2020 West San Gabriel Valley REALTORS® (WSGVR) Directors, Committee Chairs, Vice Chairs, and Committee Members for their hard work, volunteer time, contribution, dedication, and services to the WSGVR. I also want to thank WSGVR Executive Officer, Albert Tran, and staff for their hard work in keeping this association open and in providing services to members via phone, email, and appointment.

...reflect on what we have accomplished during this turbulent time.

On behalf of the West San Gabriel Valley REALTORS®, we would like to congratulate Assemblymember Ed Chau representing the 49th Assembly District and Congresswoman Judy Chu representing the U.S. House of Representatives California 27th Congressional District for their re-elections in November 2020.

Special thanks to all of our members and guests for their participation in the weekly MLS Breakfast meetings throughout the year. We value your loyalty and are grateful for your membership. I would also like to thank our Executive Officer, Albert Tran, for his devotion, innovation, and leadership during his last ten-year tenure with WSGVR. Please join me in congratulating him for reaching this milestone with the West San Gabriel Valley REALTORS®.

Congratulations to David Yu Ling Chiu and Cecilia Emily Rudar for being awarded with the 2020 C.A.R. Honorary Members for Life and to Melvin Wong for being awarded with the 2020 NAR Emeritus Status.

Last but not least, WSGVR would like to thank the West San Gabriel Valley Association of REALTORS® Foundation for providing scholarships to area High School Seniors and for their donations to charitable organizations annually. I would also like to thank you for this opportunity to be able to service as your President this year.

We wish you a safe, healthy, and prosperous new year! Happy holidays!

Respectfully,

Mindy Yeh
2020/2021 WSGVR President



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WINTER 2020

**West San Gabriel Valley REALTORS®
Newsletter**

Editor **Albert Tran**

Production Design **Elisabeth Zárate**

Submissions For submissions contact Albert Tran

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

5 Business Policy Issues to Watch For in 2021

By Melissa Dittmann Tracey
Los Angeles County Assessor

Maintaining independent contractor status, ensuring COVID-19 relief protection for businesses, and protecting REALTORS® in anti-money laundering policies are key issues that the National Association of REALTORS®' Business Issues Policy Committee will focus on heading into 2021. The committee provided an overview on Thursday of their federal, legislative, and regulatory priorities during the virtual REALTORS® Conference & Expo.

Here's how they're approaching these issues:

1. Protect Independent Contractor Status in Real Estate.

Committee leaders said it's vital to safeguard real estate professionals' classification as independent contractors and to protect against any "unreasonable federal involvement that may jeopardize that status, which is especially important in a changing political landscape."

Most real estate agents are independent contractors rather than employees at their brokerages, which affects their tax status. But there have been recent challenges to that classification on the federal and state levels.

In late September, the U.S. Department of Labor issued a notice of a proposed rule to revise its interpretation of independent contractor status under the Fair Labor Standards Act. That new rule could determine a worker's status as an employee or an independent contractor by examining a worker's economic independence based on conditions such as the nature and degree of the worker's control over the work (for example, being able to set their own schedule, select their own projects, or work for others), as well as the worker's opportunity for profit and losses based on the worker's investment (such as individual management of investment or capital expenditures on materials to further work). In March, NAR submitted a comment to the proposed rule, which could possibly take effect by the end of the year.

"NAR strongly supports the ability of broker-owners to choose whether to classify agents as employees or independent contractors and seeks to stop any federal efforts that try to weaken those rights," says Dominic Pallini, chair of the Business Issues Policy Committee.

2. Educate on Anti-Money-Laundering Efforts in Real Estate.

NAR recently sent a letter to Congress, joining other housing groups, to urge passage of anti-money-laundering legislation to end the abuse stemming from anonymous shell companies. It would include the creation of a secure ownership registry of legal entities. NAR is developing infographics on anti-money-laundering that explain key risk factors REALTORS® should be aware of in their business, including geographic and transaction risks, plus best practices to protect against liability. The infographics will be shared with members soon, committee members said. Committee members agreed that real estate professionals



should not be subject to undue regulatory burdens in the measures being developed to fight money laundering. Those responsibilities should lie with the banks.

3. Stay Alert About Real Estate Fraud.

The growing threat to members' businesses posed by wire fraud remains a pressing issue. The committee will continue to identify business operational concerns and threats, such as wire and title fraud, that could potentially derail a real estate transaction. NAR is part of the Real Estate Fraud Prevention Coalition, which offers resources to help consumers learn to protect their data and sensitive information, particularly when buying a home. NAR also recently released a new *Window to the Law* video: Preventing Cybercrime During COVID-19.

4. Make Real Estate Part of Ongoing COVID-19 Relief Efforts.

The COVID-19 outbreak has had a drastic impact on all industries, including real estate. NAR continues to advocate for real estate's inclusion in any pandemic-related relief bills. NAR, state associations, and REALTOR® committees were among those taking the lead in advocating for the inclusion of independent contractors under the Paycheck Protection Program and unemployment assistance that were part of the CARES Act. That marked the first time independent contractors were eligible under such programs. NAR has developed several resources for members as they navigate the economic fallout from the pandemic, including *Coronavirus Resources for Property Owners* and *Coronavirus: A Guide for REALTORS®*. The association will continue to advocate for multiple COVID-19 relief measures that impact real estate, such as remote online notarizations, opportunity zones, rental assistance and more as Congress continues to debate new bills.

5. Guard Against Implicit Bias and Fair Housing Violations.

As racial tensions across the country have escalated this year, the real estate industry has been reckoning with longstanding barriers to fair housing and equal housing opportunities. As part of NAR's ACT! fair housing initiative—which ensures REALTORS® comply with fair housing laws and inclusive business practices—the association is offering a new training tool to raise awareness about implicit bias. The Fairhaven online training tool will provide simulations in which users face discrimination in real estate transactions from the point of view of the agent and the seller. In the training simulation, agents sell houses in the fictional town of Fairhaven and confront multiple scenarios in which discrimination gets in the way. Agents must choose how to handle each scenario. The tool will soon be available at fairhaven.realtor.

*"Reprinted from Realtor Magazine Online":
<https://magazine.realtor/daily-news/2020/11/06/5-business-policy-issues-to-watch-for-in-2021>*



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2020 Election Results

By Tomas Wong
WSGVR Legislative Committee Co-Chair

It is historic turnout for the California election this year. Approximately 17 million ballots were cast by California voters in the November General Election. The latest update of the election as to where things stand on the ballot measures California Association of REALTORS® (C.A.R.) supported or opposed.

Proposition 15 – Split Roll

Over 8.7 million voters or 52% have rejected Proposition 15 while over 8 million voters or 48% have supported it. Since Election Day, the “No” votes have slightly expanded their lead by a very narrow margin.

Proposition 19: – Property Tax Transfer

With the latest update from the Secretary of State’s office, some media outlets have already called the election in favor of Proposition 19. We held at 51.1% “Yes” and 48.9% “No,” with approximately a 340,000-vote difference.

Proposition 21 – Rent Control

Voters soundly rejected Proposition 21 which was a redux of the rejected Proposition 10 in 2018. Currently, over 9.9 million voters (59.9%) have rejected Proposition 21 with over 6.6 million voters or (40.1%) in support.



All Propositions can be found at
<https://electionresults.sos.ca.gov/returns/ballot-measures>.

The COVID-19 pandemic has brought on a challenging year for Californians. Our 5 neighboring cities, Alhambra, Monterey Park, Rosemead, San Gabriel and Temple City have felt the strain of the pandemic, but have responded by assisting their residents with pandemic-relief programs. These pandemic-relief programs include Project Roomkey, which provides temporary shelter to seniors and vulnerable people experiencing homelessness, moratorium on eviction, small business recovery programs such as temporary outdoor dining permits, addressing the short supply of affordable housing, and amending zoning regulations to accommodate ADUs.

On the ballot was the Monterey Park City Municipal Election- Measure JJ. Revised M.P 2040 Land Use Element (LUE) Proposition. 52.48% voted “Yes” and 47.52% voted “NO”. By this measure passing, the proposed LUE would authorize the city council to adopt regulation by ordinance until 2040.

Alhambra voters overwhelmingly supported a ballot measure V, that will bring fundamental election reform so that members of the City Council will be elected by residents of the districts they represent and impose strict limits on campaign contributions. At the state level, The rent cap and just cause eviction law (“AB 1482”) has been temporarily superseded by the COVID-19 Tenant Relief Act of 2020 (“AB 3088”) and the federal eviction moratorium order issued by the Center for Disease Control.

In closing, with the surge of COVID-19 nationwide, there are many challenges ahead for the new president elect, the key priority to control the spread of the virus and the logistic to distribute the vaccine, jobless rate on the rise, monetary stimulus package for businesses to reopen, and a fair global trade policy.





2021 Realtors®/MLS Dues Billing Notice

2020 has been full of changes, but at the West San Gabriel Valley REALTORS® (WSGVR) we are committed to putting our members first while complying with the mandates of COVID-19. As 2021 REALTOR® dues and 2021 Quarter-1 MLS Fees come due, the West San Gabriel Valley REALTORS® and the Board of Directors have put members first by proudly offering two discounts to WSGVR members!

(1) MLS Discount: An MLS discount of ONE MONTH FREE (\$38.50 value) is available when 2021 CRMLS dues are paid in full by January 31, 2021. Just include the "21 Annual MLS – 1 Month Free" charge when paying online to receive the discount.

(2) REALTOR® Discount: For WSGVR renewing REALTORS®, an online-only local dues discount of \$30 is available for payments made on or before December 31, 2020, and a \$20 discount is available for payments after December 31, 2020 but before January 31, 2021.

2021 REALTOR® dues and 2021 Quarter-1 MLS Fees, covering the months of January, February, and March are due January 1, 2021.

Please visit www.wsgvar.com and click on "Pay Dues/Online Store" to log into the WSGVR payment portal and make your payments. For a YouTube video tutorial on how to make your payments online, please visit: <https://youtu.be/WG4O9fKzTBE>.

As a reminder, our offices are closed, available by appointment only, but our staff is available to assist you via email at membership@wsgvar.com or phone at 626-288-6212.

We thank you for your membership, look forward to serving you, and wish you a prosperous 2021!

Sincerely,
Membership Department
West San Gabriel Valley REALTORS®



Immediate Release

Contact: Albert Tran
Email: albert@wsgvar.com
Phone: 626-288-6212
West San Gabriel Valley REALTORS®

Press Release on virtual signing ceremony of Memorandum of Understanding (MOU) between the Canadian Real Estate Association (CREA) and the West San Gabriel Valley REALTORS®.

SAN GABRIEL, CA (12/15/2020) - West San Gabriel Valley REALTORS® (WSGVR) announced today that it has signed a Memorandum of Understanding ("MOU") with Canadian Real Estate Association (CREA).

The MOU establishes a commitment by WSGVR to work collaboratively with CREA to generate more trans-national business opportunities for our respective members; to work to ensure promotion and communication to the respective members of each Association who are interested in enhancing their business with trans-national referrals; both Associations agree to participate/support in an international session and/or attendance at each other's respective conferences and/or webinar sessions; and to host an annual webinar for respective members of each Association on cross-border business.

"On behalf of the West San Gabriel Valley REALTORS®, I look forward to working closely with CREA through our commitment to do trans-national business opportunities for our respective members," said Mindy Yeh, 2020 WSGVR President.

Costa Pouloupoulos, Chair, CREA, said that "Our partnership with WSGVR will further strengthen both associations the ability to work closely together and allow their members to collaboratively learn about perspective markets, increase their cross-border transactions, and make referrals."

About Canadian Real Estate Association

The Canadian Real Estate Association (CREA) is one of Canada's largest single-industry associations, representing more than 130,000 REALTORS® working through 90 real estate boards and associations.

About West San Gabriel Valley REALTORS®

The West San Gabriel Valley REALTORS® (WSGVR), established since 1922, is a trade organization with over 3,000 REALTOR® members strong. For over 98 years, the WSGVR has served REALTORS® throughout Southern California and in particular, our five cities: 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®; 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.

###



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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.



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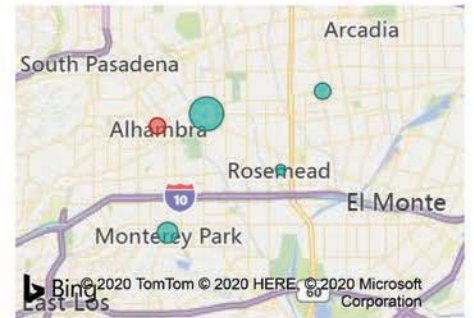




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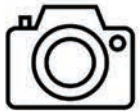


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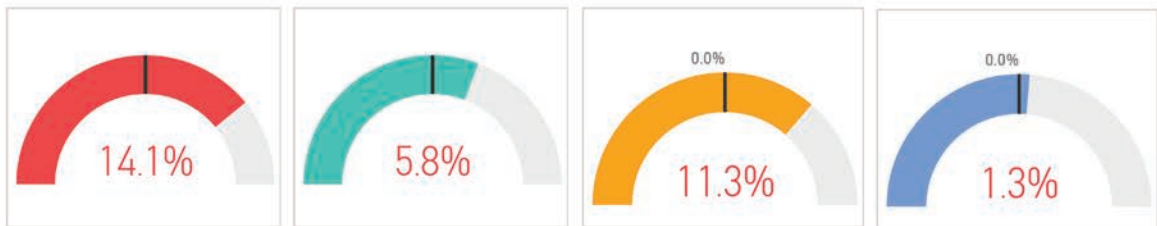
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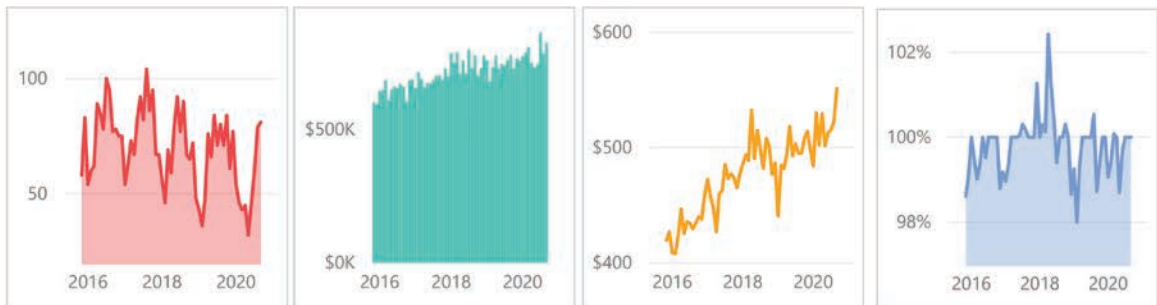
Snapshot



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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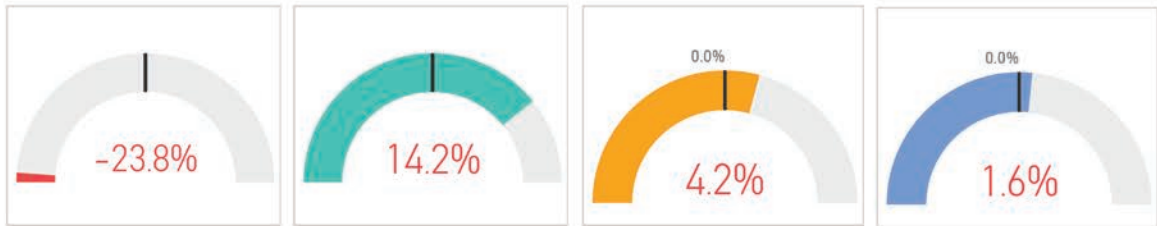
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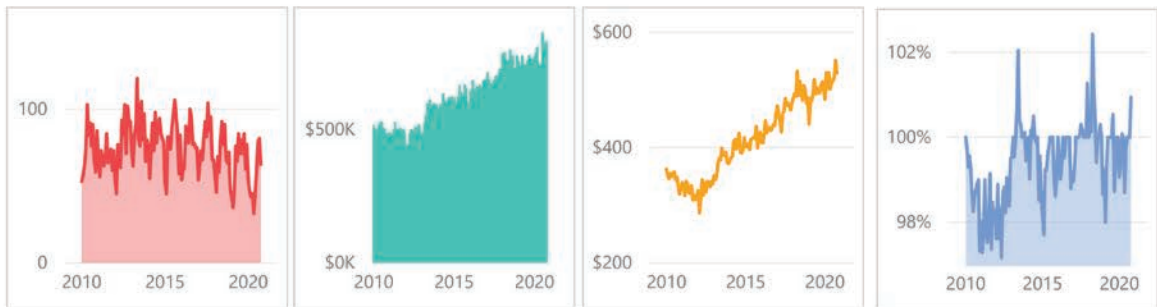
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YoY % Chg.



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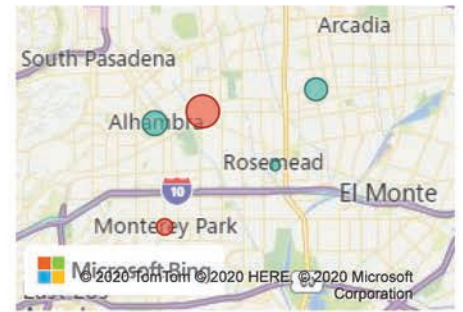
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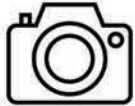
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November 2020 ▾



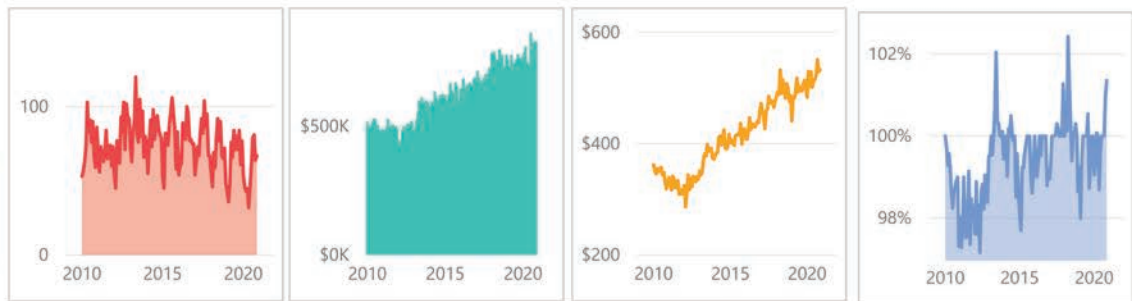
Snapshot



YoY % Chg.



Trends



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2020 Holiday Giving Fundraiser to Local Charities

We cannot thank you enough for the outpouring of support that we have seen during this incredible year of challenges.

There is no denying that there is a real loss for many local San Gabriel Valley businesses and the people they employ.

Now, more than ever, our local community will be looking to West San Gabriel Valley REALTORS® (WSGVR) and WSGVAR Foundation to help support their efforts to meet the overwhelming demand for their services brought about in 2020.

We have one last opportunity to give back to our community.

With that said, the West San Gabriel Valley Association of REALTORS® Foundation is launching a Holiday Donation campaign to raise money for the following trusted charities that we have come to know and appreciate through the WSGVR annual billing as well as on our website: <https://wsgvarfoundation.org>.

We have one last opportunity to give back to our community.

1. Maryvale
2. Temple City "Blue Banner Program"
3. San Gabriel Valley Humane Society
4. The Salvation Army
5. Boys & Girls Club of West San Gabriel Valley
6. Foothill Unity Center, Inc.
7. Asian Youth Center
8. YMCA of West San Gabriel Valley

Any amount you can give toward this fundraiser will be very much appreciated. Our "Giving Back to the Community" campaign will be open now through the entire holiday 'Season of Giving' that will end **January 31, 2021**.

We thank you in advance and wish you a holiday season filled with gratitude, thanks, and rejuvenation of hope for the new year for your family and all our community of families.

The US immigration system is complicated, confusing, and frequently changing. With nearly 200 types of visas covering everything from business and tourist trips, to temporary employment, or long-term residency, it's no wonder that the topic of immigration frequently sparks misunderstandings.

Temporary visas are designed for non-immigrants and include significant numbers of foreign workers in the US and visiting international students. For real estate professionals, guest workers and students play a vital role in supporting property markets and economic development.

The Role and Status of US Temporary Visas for Workers and Students



1 million

international students are enrolled in U.S. colleges and universities.

In 2019, they contributed

\$46 billion

to the U.S. economy.

Sources: International Institute of International Education and U.S. Department of Commerce



As of September 2019

583,420
skilled foreign workers

(H1B visa holders)
are authorized to work in the U.S.

Source: United States Citizenship and Immigration Services (USCIS)

Even though temporary workers and students are not granted permanent residence, they still need places to live and there are no restrictions on owning U.S. property.

According to NAR's *Profile of International Transactions in U.S. Residential Real Estate*, resident foreigners who purchase US property are usually interested in a primary residence. In contrast, non-resident foreigners are typically seeking a vacation or investment property.

Regardless of the type of property acquired, foreign investment in US real estate positively impacts property prices. Also, foreign workers and students contribute directly to local economies, supporting businesses and services beyond housing.

Recent Developments

COVID-19 has touched every aspect of human life, including global travel and migration. Following the coronavirus pandemic's outbreak, the White House suspended many categories of visas on the grounds of protecting jobs for US workers while the risk of economic recession loomed large.

The executive order, which went into effect on June 24, does not affect immigrants already in the US, existing visa holders, temporary workers in food production industries, or health care workers and researchers fighting COVID-19.

Initially, the executive order suspended visas for international students attending US universities that moved to remote learning. Subsequently, this part of the executive order was rescinded, and student visas remained intact.

The current situation involving US visas remains fluid. For example, in August the US State Department announced the easing of additional restrictions, based on various national interest rules.

4 Key US Visa Programs

NAR supports visa programs as an important source of foreign investment in the US. From an advocacy perspective, NAR promotes visa programs that are transparent and accountable, operated in a fair and efficient manner and actively weed out fraud and abuse. In terms of supporting US real estate markets, these four non-immigrant programs are noteworthy.

	PURPOSE	POSITIVE REAL ESTATE IMPACTS	STATUS
Specialty Occupations (H1B)	To help US companies hire foreign workers with specialized skills, often in technology and medical fields.	Stimulates economic development, job creation, and property ownership.	Suspended in June, with some restrictions subsequently eased.
Seasonal Workers (H2B)	To help US employers temporarily fill non-agricultural jobs (usually six months).	Supports housing in resort areas that rely on seasonal help (waiters, lifeguards, etc.).	Suspended in June. Applicants may still be eligible if they meet specific criteria, including proof that denial will cause financial hardship for the US employer.
Expat Employees (L1A and L1B)	To assist international companies in establishing US operations by temporarily relocating some employees.	Stimulates economic development, job creation, and property ownership.	Suspended in June, with some restrictions subsequently eased. For example, foreign companies wishing to open US offices must employ five or more US workers.
Student Visa (F1)	Allows international students to attend US colleges and universities.	Students purchase and rent properties near educational institutions for housing and long-term investment, typically with their families' financial support.	Briefly suspended in June for remote learning students; now fully operational.

Looking Forward

Global real estate professionals should keep a watchful eye on the visa landscape in the US and other countries. As the pandemic continues to shape nations' visa policies, there will undoubtedly be both positive and negative impacts to cross-border property investments. 🌐

Who is Recruiting Remote Workers?

Digital nomads have been in the vanguard of the work-from-anywhere movement long before the onslaught of COVID-19

Now, remote work has become mainstream, and many countries are eager to boost their economies. Several new visa programs are designed to attract work-from-home employees longing to trade their virtual Zoom backdrops for a real-life change of scenery, including:

Barbados

The [Barbados Welcome Stamp](#) lets foreigners live on Barbados income-tax-free for one year, although the visa cost is steep: \$2,000 for individuals, and \$3,000 for families. It allows unlimited exit and re-entry, as well as free public schooling for children under 12. Applicants must show proof of employment and at least \$50,000 in annual income.

Bermuda

At \$263, the [Work from Bermuda](#) program is a more affordable tax-free option for lovers of Island living. Unlike Barbados, Bermuda's remote work visa does not have a minimum monthly income requirement.

Estonia

As an extension of its e-Residency program, Estonia's new [Digital Nomad Visa](#) allows remote workers with a minimum monthly salary of \$4,150 to live in Estonia for up to one year. The application fee is \$125, but the program is currently limited to people traveling from a small group of approved countries outside the EU, Schengen Area, or the UK.

Georgia

The [Remotely from Georgia](#) program accepts remote workers from 95 countries, including the US, for stays ranging from 180 to 360 days. The minimum monthly income requirement is \$2,000, and applicants must provide proof of health insurance. Upon arriving, a 12-day quarantine is required at a pre-approved hotel at the traveler's expense, followed by a health screening.

In recent years, numerous other countries, including Mexico, Spain, Portugal, Germany, and the Czech Republic, have introduced visas targeting freelancers and digital workers. Since COVID-19 has paused or altered some programs, it's essential to research the latest requirements. 🌐

Investor Pathways to CITIZENSHIP

In the US, approximately 140,000 visas are issued each year to workers who wish to immigrate and establish permanent residency, along with their spouses and children, based on their job skills.

These visas fall into five distinct EB categories. The highest preference goes to EB-1 visas, which are reserved for persons of extraordinary abilities in the sciences, arts, education, business, athletics, research, and multinational executives and managers.

Within the same category, EB-5 visas are granted to business investors who contribute to US job creation. To obtain an EB-5 visa, applicants must invest \$1.8 million in a new commercial enterprise that employs at least 10 full-time US workers. The threshold is reduced to \$900,000 if the investment is made in a targeted employment area.

Historically, the EB-5 program has been a valuable tool for driving economic growth, with no cost to US tax-payers. EB-5 visas account for less than one percent of all visas issued by the US but have significantly impacted job creation and community revitalization. For example, in a recent two-year period, EB-5 projects supported over 355,000 US jobs via \$11 billion in capital investments.¹

Recent Changes to the EB-5 Program

Unfortunately, every visa program has experienced instances of fraud and abuse. For the EB-5 program, abuses have included various schemes carried out by some of the Regional Centers that were authorized by the USCIS to sponsor capital investment projects and solicit EB-5 investors for participation.

In September 2019, Senators Grassley and Leahy introduced the bi-partisan EB-5 Reform and Integrity Act. If signed into law, the bill would:²

- Extend the EB-5 program through September 2024.
- Provide increased DHS authority to deny or terminate applications where there is fraud, criminal misuse, or a threat to public safety or national security.
- Establish an "EB-5 Integrity Fund."
- Require background checks of Regional Centers and project principals.
- Require more disclosures to investors.
- Require more oversight of projects and closer monitoring for securities compliance.
- Improve how jobs are calculated to ensure projects meet the required 10 jobs per investor.
- Improve accountability and transparency.
- Decrease petition processing times.

Latest Developments

NAR supports the bill, which has not passed, as of this writing. The current EB-5 program was set to expire in September but was extended through December 11, 2020, as part of the Continuing Resolutions to fund the government.

More than 10,000 EB-5 investor visas are available annually to qualified applicants, although actual applications have dropped dramatically this year. The decline follows a 2019 surge, primarily due to strong interest in taking advantage of the old investment requirements, which were nearly half the current thresholds.

The White House executive order that suspended many visas in June 2020 did not apply to the EB-5 program. 🤔



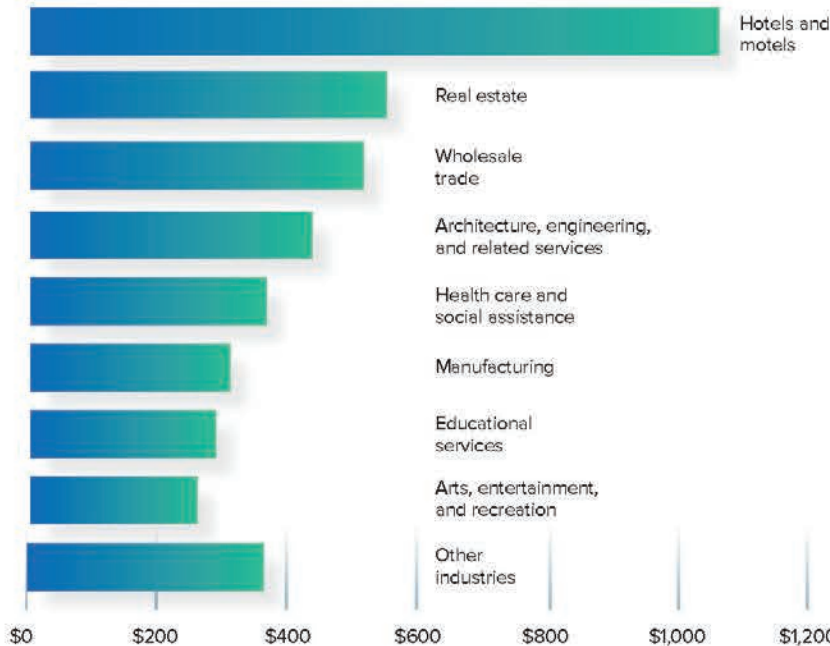
Source: USCIS

¹Assessment of the Economic Value and Job Creation Impacts of Project Capital Investment Activity Under the EB-5 Program, February 2019

²A full summary of the EB-5 Reform and Integrity Act of 2019 is available at: www.leahy.senate.gov/download/20190925-eb-5-reform-and-integrity-act-summary

Estimated EB-5 Investment in Non-Construction Sectors, in Millions

Fiscal Years 2014 and 2015



Countries Offering Citizenship by Investment

Many countries offer “golden visas” and similar programs aimed at high-net-worth individuals. Requirements and benefits vary widely. Depending on your objectives (tax advantages, residency, flexible travel, etc.) options include:

Europe

Bulgaria
Cyprus
France
Germany
Greece
Latvia
Malta
Portugal
Spain
United Kingdom

Americas

Argentina
Brazil
Canada
United States

Asia-Pacific

Cambodia
New Zealand
Samoa
Singapore
Vanuatu

Caribbean

Antigua
Dominica
Grenada
Saint Kitts and Nevis
Saint Lucia

Africa and Middle East

Egypt
Jordan
Turkey

Featured CIPS Benefit

NEW CIPS MENTORSHIP PROGRAM!

We are thrilled to announce the launch of the CIPS Mentor Program. Beginning this fall, active CIPS designees can sign up to be mentored by one of our more experienced CIPS members to help maximize your global reach.

Key areas of focus include:

- Getting Started
- CIPS Benefits
- Marketing
- Networking

As part of this program, you can access assessments, checklists, videos and quick-guides. A limited number of one-on-one mentoring opportunities will be available on a first sign-up basis.

To sign up, visit the [NAR Global Marketing Center](#) and complete the CIPS Mentor Program form. You'll find it under CIPS Designee Resources.

Find ALL your member benefits in the **NAR Global Marketing Center**

printingstorefront.com/narglobal

Log in with your NRDS ID number.
(It's your user name AND your password.)



2020 REALTORS®
CONFERENCE & EXPO

FIND YOUR R

The REALTORS® Conference & Expo has always been an excellent opportunity to expand your global learning and discover new networking contacts from around the world. This year, the all virtual format makes it easy to attend, wherever you R!

RENEW. RESTORE. REVIVE!

CIPS Advisory Board Meeting

Tuesday, November 3
11:30am–12:30pm

CIPS Advisory Board members and domestic and international guests come together for presentations and a yearend review of the CIPS designation program.

CIPS Designee Pinning Ceremony

Thursday, November 5
1:00–2:00pm

Join us for the first-ever CIPS Designee Pinning Ceremony held on the Zoom platform. Watch for an emailed invitation to register. This event is only open to CIPS designees.

Global Awards Ceremony

Friday, November 6
4:00–5:00pm

Previously known as the International Night Out, this virtual event provides an opportunity to check in with each other and honor the highest achievements in international real estate.

International Conference Sessions

November 16–18, 2020

The REALTORS® Conference & Expo always includes programming specifically for global practitioners. View the [Conference Activities](#) page and search by Topic (Global) to view sessions. And check back, because new programming is added periodically.

Virtual Expo

November 16–18, 2020

For three days, attendees can view sponsors' and exhibitors' pages and learn about cutting-edge products and business solutions. You can also schedule one-on-one meetings with representatives during Exclusive Expo Hours (1:15–2:15 pm).

Learn More

This year, the all virtual REALTORS® Conference & Expo runs from November 2–18, 2020.

» Visit conference.realtor for complete details and to register.

Note: All times are US Central Time Zone.

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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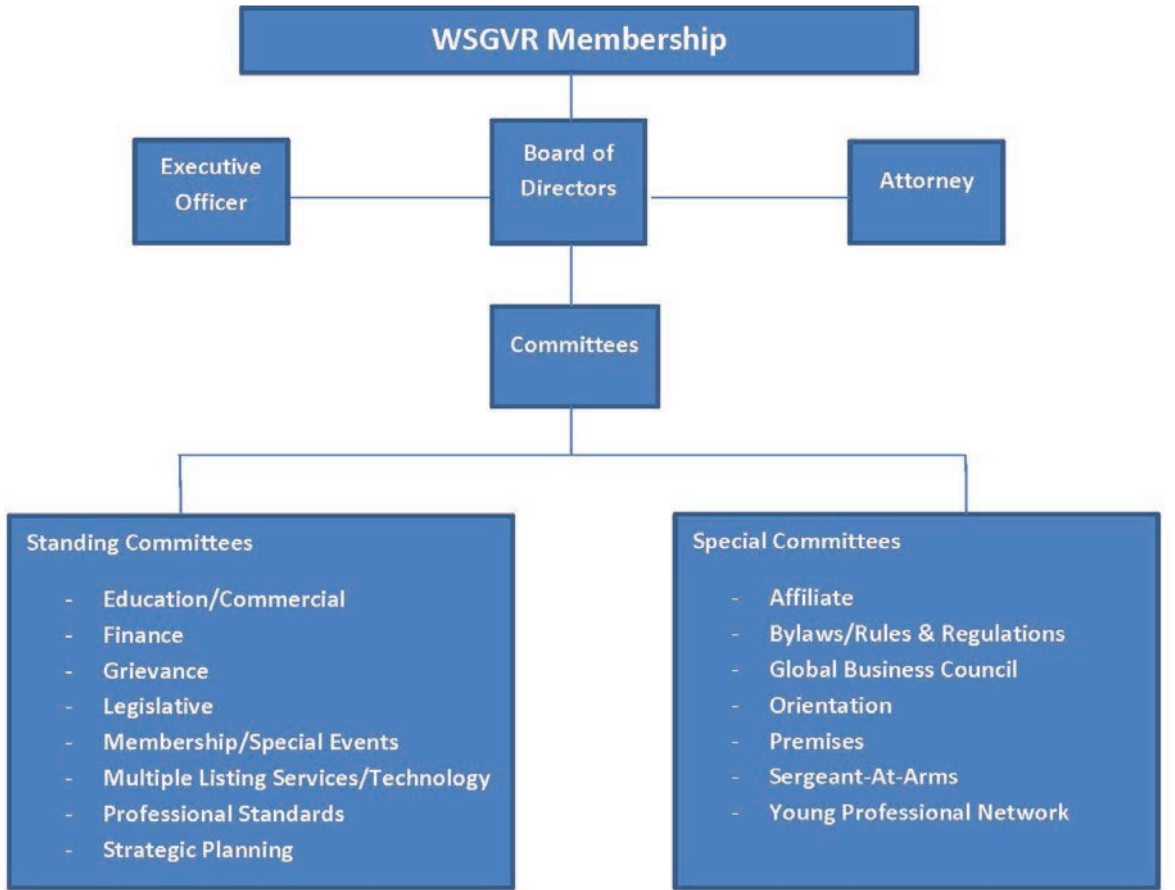


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WEST SAN GABRIEL VALLEY
REALTORS®
Where Members Come First!



Huntington Library, San Marino, CA

Photo by Albert Tran

Happy Holidays
from all of us at
**West San Gabriel Valley
REALTORS®**



THANK YOU!

On behalf of the West San Gabriel Valley REALTORS® (WSGVR) and the California Association of REALTORS® (C.A.R.), the REALTOR® Action Fund (RAF) leadership wants to thank you for your support of the REALTOR® Action fund and helping C.A.R. and your local Association reach our yearly goals! We appreciate your commitment to organized real estate and support of the Political Programs.



For a list of 2020 RAF Contributors, please click <https://www.wsgvar.com/2020-raf-contributors/>.