

**HUMBOLDT ASSOCIATION OF REALTORS®**  
**BROKERS MEETING**  
**Thursday, June 13, 2013**  
**2:00 p.m.**

**ATTENDANCE:** Mikki Cardoza, Robin Ronay, Lucky Syphanthong, Andy Parker, Jeff Katz, Sue Daley, Austin Dach, Heiki Kutchokov, Art Nellessen, Greg Anderson, Sherilyn Munger, Michelle Voyles, Joanie Frederick, Rahi Miraie and Debbi Bindel

**Staff present:** Lois Busey, Executive Officer; Kristen Zeck, Administrative Assistant; Staci Bishop, Bookkeeper/MLS Administrator

**NOTES: Notes from March 14, 2013 Meeting.** Notes from the March broker meeting were in the packets.

**HAR: Lending Update by Briton Mortgage.** Janine Averill and Maria Herrera with Briton Mortgage gave everyone a quick update on what is happening in lending. All lenders use desktop underwriting and those requirements have tightened borrower guidelines as of June 1, 2013. FHA requires monthly mortgage insurance for the life of the loan and the cost of the insurance has increased. Another option you might see is Lender Paid Mortgage Insurance (LPMI), which is based on credit scores and is a higher interest rate and no monthly insurance payment. FHA will be the go to for lower credit scores as they are lowering requirements to credit scores of 620. There are lots of changes coming for VA loans. There will be an influx of Vets coming home soon so VA loans will be a hot market. A Vet can pay for pest repairs, just not the pest report and a seller can pay off a Vets debt. CALVET loan rates are tied to congress bonds and are now 3.93% down from 5.95%; as rates increase for Vets, CALVET may be an option. California is looking at municipalities increasing their revenue by permits, you'll have to get a permit for changes and have to tear down a property or return it to how it was if something is found to be unpermitted. It's up to the appraiser to call these issues to light, but lenders also look at assessor information. Joanie noted new construction now has to pay an \$80.00 fee for a certificate of occupancy and this can be a condition of loan documents or funding. There was discussion about rates increasing and a fear of loss of good rates that drives buying up.

**Affiliate membership drive.** Affiliate membership drive started on May 1<sup>st</sup> and goes through July 15<sup>th</sup>. For every new affiliate a member brings in during this time, they get an entry into a drawing for an iPad2.

**HAR 2014 Election on June 20<sup>th</sup>.** Deadline for voting is 1:00 on June 20<sup>th</sup> after the General Membership Lunch. Ballots were passed out for those that haven't voted online yet.

**AGENT TRAINING: zipForm MLS Connect.** Andy showed everyone how to use zipForm MLS Connect. You log into zipForms, click on Tools, then MLSConnect, enter the MLS number and chose Import. It was suggested to create your own template and to use the cover sheet every time. Using templates minimizes mistakes. Sue also suggested using the beta plus version, the beta version is linked to the standard version so you don't lose data if you use both. The webinars on using the beta version are probably archived on the CAR website. CAR is also looking for feedback from members on the beta version. It was mentioned that the RPA says a DA & AD is given to each party, so be sure to do this every time.

**Flex mapping.** Please take a few minutes when entering listings to map them correctly. The system usually maps in the street or close to the property, but not in the right place. Agents using map search might be missing your listing. It's really easy to move the pin to the correct parcel and it only takes a few seconds.

**Disclosures.** CAR disclosure charts were passed out. CAR updates the charts twice a year when new forms are released. Please advise agents to refer to the chart if they are unsure which disclosures to use for a transaction. Agents often use duplicate or unnecessary forms. The chart shows how if using a TDS or MHTDS, there is no need for a separate Carbon Monoxide Disclosure as it's covered in the TDS and MHTDS. Many agents use the FHA HUD Inspection Notice when it's not needed, it only needs to be used when it's a HUD owned property or an FHA loan. Megan's Law, the Supplemental Tax Form and lead based paint forms are also covered in other

forms. Over disclosing eliminates meaningful disclosure and burying people in non-applicable disclosures creates liability rather than limiting liability. Some offices are writing NA across unnecessary forms and sending them back to the agent. Greg or Sue will write an article for the newsletter about using unnecessary forms. There was discussion about addendum's to the RPA; if the addendum says it's to the RPA, it must be given to the lender; if you don't want a lender to see something, don't put it on an ADM cause that means its part of the contract. Either make your own agreement or just don't say it's an addendum to the RPA. Lois passed out information on two new laws affecting commercial property as of July 1, 2013.

**CAR: State Directors Reports.** Michelle passed out the State Director booklets with reports from each Director from the May meetings. Wendy Medders and Jeff Ragan attended Legislative Day with our Directors this year. There were 2,300 agents at a briefing meeting with hot topics to discuss with the legislators.

Art talked about the CAR Red Alerts that were sent to all Realtors regarding SB391 and AB30; he checked earlier today and there has been no change yet. The State Senate linked CAR's bill AB30 with SB391, which requires a \$75.00 recording fee on every real estate document except the sale of a property. CAR opposes SB391 as affordable housing is a statewide issue and should not be put solely on the shoulders of homeowners. AB30 aligns California with the Federal Law that short sale mortgage relief, stating that forgiven short sale debt is not taxable. California's law on short sale debt forgiveness expired at the end of 2012, AB30 would extend it. CAR is trying to get these two bills unlinked and continue to support AB30 and not support SB391.

Art shared his feeling on our outstanding leadership; how Michelle and Victoria are doing a terrific job as our representatives at CAR. He has been around for a while now and he appreciates them. State Directors are always looking for feedback from our members on how they can better inform the membership of what is happening on a state level.

**Ethics & Professionalism Task Force report & recommendations.** Our State Directors took Austin's comments on the Ethics and Professionalism Task Force report and recommendations back to the May Directors meetings. Hundreds of hours were spent on forming these recommendation and they received a lot feedback. Some recommendations were revised due to massive debate at the meetings and all the feedback and concerns of members. They eliminated anonymous complaints and will still oppose specialty licensing. They tabled the continuing education being changed to 12 hours per year and will come back to that in October. Many of the recommendations need NAR and/or DRE approval.

**DRE Authorizes Salesperson's Team Names.** Please read the handout carefully that explains how the DRE has authorized salesperson's team names.

**Health Care Reform in a Nutshell – For Employers & Individuals.** A synopsis of upcoming health care reform for both employers and individuals were in the packets. Everyone will be affected by the new health care reform that begins in 2014. Final rules will not be available until October 2013. HAR's insurance representative, Jeff Pauli, is willing to come to offices to discuss their options with no obligation, if you are interested, just let Lois know. Kristen reported the Education Committee is looking at having a Health Care and Tax Class in November. Lois passed out information on NAR's prescription discount cards available to all members. It's very easy to sign up for this free card.

**CAR Legal Webinars – Monthly.** The next CAR legal webinar is on July 1<sup>st</sup> from 1:00 – 2:00 pm with the topic to be determined. We will reserve a space so members can watch it here. Past webinars are archived.

**HAR EVENTS: *Recent:*** Social Media Class – April 22<sup>nd</sup>  
GIS Class – May 14<sup>th</sup>  
Back to Basics MLS Class – May 21<sup>st</sup>  
Toys for Kids Bowling Tournament – May 22<sup>nd</sup>

***Upcoming:*** General Membership Meeting & Affiliate Expo at Elk's Lodge – June 20<sup>th</sup>  
Toys for Kids Quarter Craze – July 10<sup>th</sup> at Eureka Women's Club  
Crabs Baseball Member Appreciation Mixer – July 24<sup>th</sup>

Day at the Races Mixer & Race Sponsorship – August 16<sup>th</sup>  
Golf Dinner at Elk's Lodge – September 12<sup>th</sup>  
Golf Tournament at Beau Pre – September 13<sup>th</sup>  
Toys for Kids Spaghetti Feed – October 17<sup>th</sup>  
General Membership Meeting at Baywood – October 23<sup>rd</sup>  
Toys for Kids Mixer – December 5<sup>th</sup>

The recent and upcoming events were discussed and flyers were given for upcoming events. Lois reported the Toys for Kids Bowling Tournament raised almost \$1,800.00. Toys next fundraiser is a Quarter Craze on July 10<sup>th</sup>. Everyone was encouraged to attend the General Membership Lunch and Affiliate EXPO on June 20<sup>th</sup> and to participate in the Golf Tournament to benefit Betty Chin's Homeless Foundation. Kristen reported there will also be a Time Management Class by Sid Anderson on August 7<sup>th</sup>, a Boot Camp on September 18<sup>th</sup>, a Safety Class on October 8<sup>th</sup> and maybe a Disclosure Class by CAR in November.

**OPEN FORUM.** Wrap up sheets which include a section for those present to put down future topics they'd like to see discussed were passed out.

Sue encouraged everyone to respond to a survey that will be coming soon from the Education Committee; the survey is designed to help the committee plan classes that our members want and there will be a chance to win a prize for taking the survey.

Art brought up the article Austin had in the HAR newsletter regarding the listing agreement. There is a section of the listing agreement that says agents are authorized to share competing offers if asked. Some offices do not share this information as they do not feel it is in the seller's best interest to do so. Art is going to take this issue to CAR and ask for a checkbox; he feels it should be the seller's choice and not cart blanch giving agents the authority to share this information. Most agents are unaware this provision is in the agreement and sellers should be in control of this, not the agent. There was discussion that agents need to be consistent with their policy on this matter, either share with everyone or no one, don't pick and choose who you share the information with. There are so many changes made to forms it's hard for agents to track all of them and know the implications to buyers and sellers. Perhaps CAR needs to slow down on their updates for a while and give agents a full explanation of changes and the legal ramifications of those changes when they are made. CAR only honors the most recent version of a form. Part of State Directors jobs is to keep our members informed. Tom Hiller currently attends the Standard Forms meeting at CAR. Art noted this is a constantly changing industry which means changing forms.

**Adjourned:** 3:40 p.m.