

Official Publication of the Newport Beach Association of REALTORS®

THE
COASTAL
REALTOR®
News



SEPTEMBER 2019

V24 N9



President's Message



Cari Young
2019
President

Since 2003, the National Association of Realtors has dedicated September as Realtor Safety Month. Whether you're showing a property, meeting a new client or communicating online, it's important to ensure you have personal safety protocols in place. NAR and CAR offer members an array of safety resources, including tips and articles, safety training videos, courses and presentation materials, and safety-focused webinars. All of this information is accessible on their respective websites. This information and resources are part of the ongoing efforts to communicate to and educate REALTORS® about safety throughout the year.

As a Realtor, the risks you face in business are frequent and some quite complicated whether it is ensuring a safe open house or protecting yourself when communicating or advertising online. Many of the strategies to being safer on the job are quite simple.

- Know how to react appropriately in a dangerous situation
- Be aware of your surroundings
- Empower yourself with careful precautions

Here are some additional ideas as to how

you may educate yourself and ensure your safety in your business practice.

Consider attending a safety seminar. There are many opportunities to attend safety seminars in which instructors teach self-defense to Realtors, and offer additional safety tips. As an agent at an open house you need to be aware of where you and your clients or guests are at all times. When you're escorting guests around a home, safety experts advise to keep them in front of you, especially when walking up or down stairs. Advice such as this paired with hands on self-defense training is just one way to ensure your personal safety to increase your confidence in dealing with difficult situations.

Some other ideas to ensure your safety focus on simple procedures you may incorporate into your business practice, such as snapping a selfie. By taking a quick picture of your open house visitors and their vehicle, preferably with the license plate visible, and texting it to a colleague or family member you are helping to ensure that someone knows where you are and whom you are with. When you're at the office or hosting an open house, use a visitor log book or have each potential client complete a customer identification form. When showing a property, leave the front door unlocked in the unfortunate event you need to make a quick exit.

When showing other properties, it is recommended that your tour the property before clients arrive in order to make sure that you have some familiarity with your

surroundings. This provides the advantage of building your level of comfort and also the added benefit of increasing your clients' faith in your knowledge of the property. There will be no surprises as you already know the layout of the property because you took a quick peek before your clients arrived to eliminate any unwelcome surprises.

When you are utilizing social media and marketing online, experts advise that you keep your business separate from your personal life. This is easily accomplished by setting up separate personal and business accounts on Facebook, Twitter, Instagram, or on any social media platform. This will help protect your personal photos, posts, and other information from access by people you may not know.

Probably the most important piece of advice to ensure your safety is to trust your instinct and go with your gut. When something doesn't feel right, it probably isn't. Don't ignore that little voice telling you to get out whether it be at an open house or when meeting new clients for the first time. If you have a hunch that a situation is unsafe, politely excuse yourself and step outside or reschedule the showing or meeting at a time when you may arrange for someone else to join you.

We are fortunate to work in a wonderful business with so much opportunity but it is also important to remember the risks, take the appropriate precautions, and be safe out there!



FALL INTO SAFETY

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Official Publication of the Newport Beach Association of REALTORS®

401 Old Newport Blvd., Ste. 100
Newport Beach, CA 92663
(949) 722-2300

The purpose of the Newport Beach Association of REALTORS® is to be a service and support organization through active participation in establishing programs and services that will enhance and promote the successful business endeavors of its members. With integrity and competence, it will provide a positive link to the local community by cultivating goodwill and protecting the individual rights to own, transfer and use real property.

Editor:

Kimberly Foreman

Support Those Who Support You

This edition of the Coastal REALTOR News is made possible by the following businesses:
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The Coastal REALTOR® News

The Newport Beach Association of REALTORS® makes no warranties and assumes no responsibility for the accuracy of the information contained herein. The opinions expressed in article are not necessarily the opinions of the Association of REALTORS®.

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Equal Housing Opportunity

Federal law prohibits discrimination based on race, color, religion, sex, handicap, familial status or national origin in connection with the sale of rental of residential real estate, in advertising the sale or rental of housing, in the financing of housing, and in the provision of real estate brokerage services.





REALTOR MIXER

Presented by:



THURSDAY

SEPTEMBER 12, 2019

Avila's El Ranchito—Newport Beach

2800 Newport Blvd.; NB CA 92663

4:30 pm - 6:30 pm

NO HOST BAR

LAST CALL BEFORE FALL

PLEASE BRING:

K-5 School Supplies to contribute towards our "Back to School Supply Drive"

Benefiting:

NMUSD & Girls, Inc—Costa Mesa



ASHLEY EYLER –NBAOR

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HOW “BACK TO SCHOOL” AFFECTS THE REAL ESTATE MARKET

Many families hear “back to school” and it either brings emotions of joy or emotions of sorrow. When it comes to Real Estate there are positives and negatives we tend to see.

Most years we see a lull in the market around this time. One thing to consider is many buyers are purchasing in areas based heavily on the school district. This means they are attempting to close on a home and move into the house before school starts. On average, according to Realtor.com, it takes 50 Days to close on a house however locally we see many houses close as quickly as 30 days. This means as a seller you want to have your house on the market no later than July 10th to be safe, especially if you live a highly desirable school district.

Houses That Struggle During “Back to School” Time

Generally, the types of homes that accommodate family lifestyles struggle the most. Those homes tend to be 3+ bedroom homes. The more bedrooms a home has the more likely a family

is purchasing the house. Also, in my experience, two stories and multi-level homes tend to accommodate younger families so they can experience a slow down during “Back to School” season.

Not To Worry

If you can't get your house on the market in the next week or so don't let that alarm you. We do see the market pick back up a few weeks after school is in session and remain solid until the holiday season.

Parents with kids that are off for the summer months keep quite busy. During those months families tend to work less, travel more, and take a break from house shopping. When school starts again families get more into a schedule and they tend to have a bit more time to view homes and get serious on purchasing. If you can't list now I'd recommend doing so the second week after school starts.

–Chad Blythe



TURN YOUR HOME INTO MISSION CONTROL:

MAKE YOUR ENTRY WAY FUNCTIONAL WITH STORAGE AND SEATING

Clutter starts at the front door. Your children will shed their school bags and shoes the second they walk in the house so make sure to have a well-organized place for them to go. When it is time to leave the house in the morning, having a bench for your kids to sit on while they put on their shoes or put their homework in their backpack will save everyone a lot of headache. By adding not only seating but hooks and shelving for jackets, backpacks, and hats will mean that these items have a home that isn't your floor! For shoes, try adding baskets or shoe racks under your bench to avoid trip hazards for people coming and going.

MAKE A BREAKFAST AND SNACK STATION

When you get your kids congregate in the kitchen, it's important to keep the breakfast and after-school snacking chaos from taking over your kitchen. An easy solution is designating a lower drawer or cabinet to pre-portioned snacks and breakfast items. By adding clear organizers filled with snacks in your pantry or a cabinet supplied with bowls, utensil, cereal and fruit for a quick breakfast, you can eliminate traffic jams of multiple kids searching for something to eat in your kitchen while you are making coffee or dinner. When they know exactly where the food is, they can spend more time eating it.

DESIGNATE A HOMEWORK SPOT

The kitchen is often the first spot that kids will go to when doing their work so they can easily access their parents for assistance. If you have the space, mark out a small corner with a seat and computer so they can easily get their work done. If your kitchen is a little tight, find a dedicated area in your home that give your child plenty of surface space and privacy if they need it. Always keep your homework space well stocked with pencils, paper, and office supplies that your child may need so they have everything they need close at hand.

CREATE A COMMAND HUB

With doctor appointments, practices, school projects, permission slips, and sleepovers all on the schedule, it is easy for something to slip through the crack if you aren't organized. An easy way to keep everything in order is to make a command hub. Install a single family calendar where the entire family's events will be posted. Add file sorters labeled for either each child or by category. These can be used to hold all incoming mail, bills, items to be signed, or homework that needs to be reviewed. By making

- Better Homes and Gardens Real Estate Metro Brokers

SAVE THE DATE

For C.A.R. Reimagine
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Visit <https://www.reimagine.car.org>

TO REGISTER NOW!

Save the date for C.A.R. Reimagine Conference & Expo Collaborate, get empowered and dare to bold with industry leaders who are ready to push you out of your comfort zone.

C.A.R.'s annual conference has been reimagined into something you never knew you wanted in a tradeshow. This is not the same ol' conference. This is for the ambitious, the go-getters, and the money makers. The curious minds that want to learn new perspectives. The socializers that want to form meaningful connections with real estate pros across the state. The emerging leaders that want to make more money in unexpected ways. At REimagine, there is something for everyone. From early morning coffee networking walks, to after hour parties, and immersive learning experiences in-between, expect the unexpected with surprises around every corner.

Join the Newport Beach Association of REALTORS® at C.A.R.'s REimagine! Conference & Expo

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REGISTER NOW!
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Los Angeles Convention Center
Masterclasses • Sept. 24 (Paid Day)
REimagine! • Sept. 25-26 (Free • Expo Hall & Sessions)



LUNCH IT UP WITH TWO C.A.R. POWERHOUSE SPEAKERS AT C.A.R.'S REimagine! CONFERENCE & EXPO!

 Joel Singer C.A.R. CEO SEPTEMBER 25, 2019 12 noon - 1:30 p.m. JW MARRIOTT HOTEL L.A. LIVE	 Leslie Appleton-Young C.A.R. Chief Economist SEPTEMBER 26, 2019 12 noon - 1:30 p.m. JW MARRIOTT HOTEL L.A. LIVE
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Call or stop in to visit your Newport Beach home mortgage consultants today.



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HOW DISTRIBUTING LISTINGS WITH LISTHUB CAN BOOST YOUR BUSINESS

If you are a practicing real estate broker or agent, you don't need any lecturing on how important listing exposure is to your business. It's pretty simple: the more agents who can see your listing, the better chance you have of closing a sale.

Broad listing exposure is one of the major benefits CRMLS subscribers receive anytime they submit a listing to our database of over 100,000 active listings throughout California. But if there were something else you could do to boost your exposure and generate more leads, you'd do it right? Of course, you would.

That's where ListHub comes in:

ListHub allows CRMLS brokers to push their data to over 85 national consumer websites, free of charge.

So how does this work?

First off, every time you submit a listing to the MLS, you have the option to choose "YES" or "NO" in a field labelled "Send Listing to Internet." (Please note: this does require permission from the owner of the property.) When you choose "YES", your data may now be distributed to websites through ListHub, at your brokers sole discretion.

One of the great benefits of using ListHub through CRMLS, rather than going to 3rd party sites yourself, is that you and your broker have much more control over where your data goes, and you can rest assured that the integrity of your data will remain intact. Brokers can individually select which 3rd party sites they would like to distribute to. Plus, you don't have to do anything other than enter your listing into the MLS to ensure it will be pushed to those sites. Since ListHub pulls listings directly from CRMLS Matrix and syncs information several times per day, your data remains accurate and up to date.

There are a number of other protective measures included in ListHub's publisher agreements to ensure your data is reaching the market the way you want it to. For example, publishers may not use your listing data for any derivative purposes, meaning they are unable to sell your data or redistribute it independently. They also must display broker-authorized, MLS-sourced data as the highest-ranking listing for any given property, giving your listing an edge over inaccurate or incomplete listings created by other 3rd parties.

Aside from expertly handling and maintaining your data, ListHub also collects traffic metrics from every publisher website you send your data to. It then compiles that data into reports that can provide you with valuable insight into where and how consumers are finding your listings, so you can tailor your marketing strategies appropriately.

Did we mention there is NO COST for you to use these services?

Bottom line: you want to get your listing out into the world of home buyers, as far and as wide as possible. But there are certain risks associated whenever you release data into the Internet. We know. That's why we've set you up with ListHub.

ListHub is the safest, most efficient way to distribute your listings without jeopardizing the integrity of your data.

Visit www.listhub.com for more information about how ListHub can benefit your business.

For a copy of this complete article please go to:

<https://blog.crmls.org/tips/matrix/distributing-listings-list-hub-can-boost-business/>



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(For-Profit Customers)

We believe that we all have a bit of philanthropist inside us. You want to volunteer, you want to donate, but no matter your level of goodwill, we understand there are times when donating to causes can be tough. So, we've just made it easier for you!

Through our Partner2Provide Program, we'll donate 50 percent of profit from ANY of your printing, promotional, large format or mailing projects to a charity of your choice. Feeling inspired by our simplicity of giving? Here's how you can start making a difference: Tell us your favorite charity, place your order, then watch your dollars multiply.

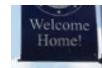
JUST A FEW EXAMPLES OF WHAT WE CAN DO FOR YOU...



Catalogs are great for promoting many products at once, provide product detail, and allow for instant choices customers.



Annual Reports provide yearly corporate information to connect with customers, employees and investors.



Signs & Banners are available in a wide range of sizes, colors, and finishes to help you portray exactly the right message.



Posters create a memorable first impression of your products or services, with a huge variety of options to yield great returns.



Brochures are a very powerful marketing tool to build your corporate image or to deliver specific information.



Business Forms keep you organized with customized receipt books, invoices, purchase orders, and more.



Training & Operation Manuals are an important part of work flow and ensure procedures are accurately followed.



Flyers are great for localized marketing, self-promotion, event promotion, products or services, and advertising.



Presentation Folders are a unique and professional presentation tool and are also fantastic for marketing.



Postcards are one of the most effective and economical ways, to get a response with direct mail marketing.



Newsletters are the secret to keeping the attention of your customers and to send corporate communications.



Booklets and Books are used by self-published authors, publishers, and businesses to engage and inform.

WHICH PRINTING PROCESS IS BEST FOR OUR PROJECT?

Offset & Web Printing

Offset printing can accommodate large printing jobs up to 25,000 impressions. The advantages of commercial offset printing are higher quality and the best cost-effectiveness for volume quantities. When you need annual reports, glossy brochures, flyers, catalogs or magazines, offset printing is tough to beat for high-end quality at an affordable price.

Digital Printing

Digital printing is ideal for lower quantity projects, usually less than 2,000 copies. Our digital printing presses are equipped to handle many paper sizes and weights, and we can print simple black and white or full color – whatever your project requires.

Large Format Printing

Whether it's on paper, vinyl or mounted to a board, we use the best materials to create all your banners, vehicle graphics, mobile marketing, tradeshow displays, signage, window clings, wall graphics, point of purchase displays, and any other large format project you can think of.

Variable Data Printing

When you need your marketing materials to present your message in a clear and personalized way, that will encourage your recipients to take action, variable data printing is an ideal solution. Variable data is best for direct-mail pieces, promotional flyers, event promotions, and any other items that need to be customized to each and every customer.

Bindery & Finishing

Every printed piece is unique and has unique finishing specifications. We are very happy to accommodate any of those specifications to enhance and characterize your final product!

Mailing Services

Direct mail is the best way of sending information and advertising by mail using postcards, letters, and other solicitations all at one time. Bulk-mail rates lower the cost of mailing to large groups and targeted mailing lists, to maximize customer response, retention, and potential. Best of all, it's done for you with our mail and printing services.

Your next chapter

Welcome to Novel Park. A neighborhood that's anything but by-the-book. It's full of surprises. And delight. No two days (or walks or events) are ever the same. It's here that you'll find active places. Relaxing spaces. And friendly faces. Life will be different here.

Of course you'll get to enjoy everything else Great Park Neighborhoods has to offer, too. Like multiple pools, parks, community events—and that oh-so-amazing access to the Orange County Great Park.

Homes at Novel Park are priced from the mid \$400,000s to over \$1,000,000. Start your tour at the Great Park Neighborhoods Information Center at Cadence Park, located at Irvine Boulevard and Modjeska.

GreatParkNeighborhoods.com

949.523.2037



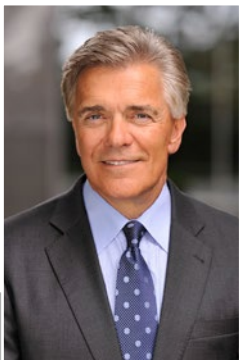
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Legal Update & Risk Management Luncheon

DATE: SEPTEMBER 16, 2019

TIME: 11:30 AM–1:30 PM

Risk Management, New Laws
and Cases affecting real estate?

Hot Topics?

Guest Speaker:

Gov Hutchinson, C.A.R.

Assistant General Counsel

Newport Beach Civic Center

Community Room

100 Civic Center Dr., NB

RESERVATIONS REQUIRED

RSVP BY 09/9/19: (949) 722-2300

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WEDNESDAY, SEPTEMBER 18TH, 2019

9 AM TO 10:30 AM

Newport Beach Association of Realtors
REFRESHMENTS PROVIDED

Presented By Marc Brener

Director, Renewable and Energy Efficiency Services at Energy Experts International
with guest speakers:

Robin Schneider

COO, Llumetec

SOLAR
BATTERY STORAGE
FINANCING

Nick Indchausti

Owner, Utility Reduction Solutions

LED LIGHTING

Lucian Bolos

Owner, Laguna Electric

SMART HOME SYSTEMS
EV CHARGING STATIONS



NEWPORT BEACH FIRE DEPARTMENT NEW CHIEF JEFF BOYLES

Jeff Boyles thought he would be a doctor until he was a junior in high school and asked his father if he would have done his career differently. His dad said no, and that was the endorsement young Boyles needed.

In 1994, after studying at Cal State Long Beach, Jeff Boyles also joined the San Bernardino County Fire Department. In 2000, he moved on to Newport Beach, where he has worked as a firefighter and paramedic, an arson investigator, a training chief, a battalion chief, and, since 2017, assistant chief for operations.

He lived in Newport Beach while first attending college, and in 1998, while still with San Bernardino County, he did a paramedic internship with the Newport Fire Department. That's when he met Chip Duncan, whose career path he has mirrored and whose position as chief he's set to take over upon Duncan's retirement after more than 30 years in fire service.

Mayor Pro Tem Will O'Neill said Boyles "loves his family, our city and the Newport Beach Fire Department. His dedication to all three is evident every single day. He has earned this position and will no doubt serve as chief with true distinction." Being a department head is another way Boyles can apply lessons learned from his father. In addition to fighting fires, Gary Boyles was a Fontana councilman and mayor when Jeff Boyles was a boy. This is where the younger Boyles became literate in local government



and learned the importance of community involvement, he said.

Outside of work, Jeff Boyles serves on the boards of Speak Up Newport, Leadership Tomorrow and the Newport Beach 1st Battalion 1st Marines Foundation. He also is operations vice president of the Orange County Fire Chiefs Assn. As the father of two teenage sons, he volunteers with young people and unwinds by coaching youth football and baseball. His eldest son, Braeden, will be the starting quarterback in the fall for Edison High School in Huntington Beach. Boyles eventually finished his bachelor's degree in political science and a master's in public administration, both at Cal State Long Beach.

Boyles said technology has advanced but that firefighters still help people directly, carrying ladders and dousing flames, removing people from burning buildings, wrecked cars or deep water, and loading patients on gurneys to start medical care.

Come Meet Newport Beach's new Chief Jeff Boyles at NBAOR "Legislative Beat Committee" meeting on November 20, 2019!

Details coming soon.



Newport Beach Association of REALTORS®

Protect Yourself From Real Estate Cybercrime

Friday, September 20, 2019 at 9:00 AM

Newport Beach Association Education Room
401 Old Newport Blvd., Ste 100, Newport Beach

Featuring Guest Speaker:

Special Deputy District Attorney Rahul Gupta

Orange County District Attorneys Office



- Tips and Advice on Staying Cyber Safe
- Orange County Trends and Threats
- National Cyber Trends and Threats
- How Law Enforcement Can Help
- Real Estate Industry Cyber Threats
- Question and Answer Period

Continental Breakfast Sponsored by:

Lina King, myNHD



Free for NBAOR Members!

Registration Required as Seating is Limited!

Register: (949) 722-2300

Mail to NBAOR, 401 Old Newport Blvd., Ste 100, Newport Beach, CA 92663 or Fax to 949-642-4105 or email to: ashley@nbaor.com

CRMLS COMING SOON FAQs

CRMLS does not have a rule that prevents a listing agent from marketing a property as “Coming Soon”. However, the MLS does have Rules that must be followed when marketing the property and are related to latter submission of that property into the MLS.

Review these frequently asked questions prior to any off-MLS marketing of your listings to ensure you remain in compliance.

1. Q: What is considered “Marketing”?

A: Per MLS Rule 7.9.1, “Marketing” is defined as any communication with persons outside your brokerage firm about a listed property that is for sale, and/or any form of advertising outside the brokerage firm, such as a “For Sale” sign, a flyer, a Facebook post, an Instagram post, holding an Open House, or any “Coming Soon” advertising.

2. Q: When do the Days on Market for a listing start accumulating?

A: “Days on Market” or “DOM” for a listed property is a measure of the number of days that a property has been marketed. It is NOT a measure of how many days that the property has been in the MLS. Normally, DOM starts accumulating on the listing agreement’s effective date, since the listing agreement contractually requires the listing broker to market the property. This includes any period for which the property has been marketed as “Coming Soon”.

3. Q: Can I post the property on Facebook, Zillow, or other sites as a “Coming Soon” and concurrently (or later) place the listing in the MLS with a reduced or zero DOM count?

A: No. Any post or advertisement of the property is considered marketing, regardless of the marketing platform. Therefore, any property that is marketed outside of the MLS or prior to entry in the MLS will need to reflect an accurate DOM count once it appears in the MLS. Any attempts to manipulate this very important data point will likely result in a Citation being issued, and the correct DOM will be inserted by the MLS accordingly.

4. Q: What will happen if I enter my listing in the MLS with no DOM, even though I marketed the property prior to the entry date?

A: CRMLS aggressively investigates reports of false and misleading information, especially when it comes to an inaccurate DOM count. Per Rule 12.10.2, a listing agent and listing broker must not “manipulate listing content and other content in any way that produces a deceptive or misleading result.” If found in violation of Rule 12.10, a Citation and fine will be issued to the listing agent and the DOM will be corrected accordingly.

5. Q: How do I properly market the property before entry in the MLS AND have it entered the MLS with no DOM?

A: The simple answer is that you cannot. The only way a listing can come onto the MLS with zero Days on Market is if there was in fact no marketing prior to submission to the MLS. This only occurs if the seller provides written instructions for the property not to be marketed prior to the entry in the MLS AND a user files a CRMLS Exclusion Form (with Option B selected) with the MLS within two (2) business days of the effective date of the listing agreement.

6. Q: My seller wants to exclude their property from the MLS for 30 days. But they want to begin marketing two weeks before entry in the MLS. Can I have my listing show reduced DOM adjusted for the time period before I started marketing?

A: Yes. The CRMLS Exclusion Form provides an option that allows a user to start marketing after the effective list date but prior to the MLS entry date, resulting in no DOM being counted for the period that the seller instructed the listing broker to not market the property.

To access the CRMLS Exclusion form, click here. Submit all exclusion forms here.

7. Q: I want my listing to go on the MLS without a DOM count or with a reduced DOM count. How can I accomplish this?

A: Using the CRMLS Exclusion Form, the seller will need to select either Option B or C, and then sign the form. The listing broker must approve and also sign the CRMLS Exclusion Form, and then submit the CRMLS Exclusion Form online at www.crmls.org/

excludelisting within two (2) business days of the effective list date.

Please note that: (1) marketing of a property that the CRMLS Compliance department finds to be inconsistent with any representation to the MLS by way of an Exclusion Form, or; (2) providing information to the MLS that is inconsistent with the actual marketing activity for a listing, will result in a Citation to the listing agent and an adjustment to actual DOM for that listing.

To access the CRMLS Exclusion form, click here. To access the Listing Exclusion FAQs, click here.

8. Q: Do I have to submit an exclusion form if the seller(s) does not want their property in the MLS?

A: If an effective listing agreement is in place and the property is within our service area, yes. Failure to properly exclude the listing will result in a Citation being issued for violating Rule 7.8 of the CRMLS Rules and Regulations.

Click here to access the CRMLS Exclusion Online Submission page. To access the Listing Exclusion FAQs, click here.

9. Q: What happens if I report off-MLS marketing by an agent that is not a user of CRMLS?

A: Reports received for activity by an agent who is not a user of CRMLS are deemed outside of CRMLS’s Compliance jurisdiction and will be referred to the violating agent’s appropriate MLS for further processing. As with all reports submitted to CRMLS, the report will be kept confidential and your contact information will not be submitted with the report unless you provide written authorization for CRMLS to submit that information on your behalf to the violator’s MLS.

NEWPORT BEACH CONSTRUCTION NOISE REGULATION

The City of Newport Beach Municipal Code 10.28.040 - Construction Activity - Noise Regulations describes the regulations on construction activity and noise allowed in the City. Below is a summary of the Municipal Code:

Weekdays - construction allowed 7:00 a.m. - 6:30 p.m.

Saturdays - construction allowed 8:00 a.m. - 6:00 p.m. with exception of projects located in the High Density Areas. Please visit <https://www.newportbeachca.gov/trending/community-issues/construction-noise-regulation> for more information.

Sundays and Federal Holidays - no construction activity allowed

Exceptions: Emergency building construction authorized by the Building Director; emergency repair to City facilities; or maintenance, construction or repair authorized by the City Manager or Department Director.

Public Works Capital Improvement Projects hours of operation vary according to work locations. Normal operations fall between 7:00 a.m. - 5:00 p.m.

During construction activities, surface runoff must be filtered or retained in basins to prevent material from entering into any catch basin or storm drain. Contractors, and homeowners, shall comply with the Construction Runoff Guidance Manual.



REALTOR SAFETY MONTH EVENT



WEDNESDAY, SEPTEMBER 25, 2019

9:00 AM

**NEWPORT BEACH ASSOCIATION
401 OLD NEWPORT BLVD., SUITE 100**

RSVP: (949) 722-2300

SPECIAL SPEAKER:

**SARA VERSCHUEREN,
CRIME PREVENTION SPECIALIST
NEWPORT BEACH POLICE DEPARTMENT**



ARE YOU AWARE OF WHAT SIGNS TO WATCH FOR?

DO YOU KNOW WHAT STEPS TO TAKE TO PROTECT YOURSELF?

ALSO PRESENT WILL BE:

JENNIFER LESTER

Damsel IN DEFENSE[®]

BREAKFAST SPONSORED BY:

BRI JOY

**Generations
ESCROW**



2019 ANNUAL CHARITY FASHION SHOW LUNCHEON

WEDNESDAY, OCTOBER 23, 2019

Fashion Island Hotel

690 Newport Center Dr. Newport Beach CA 92660

11:00 AM Registration / Silent Auction

12:00 PM Fashion Show Begins

FASHION ISLAND
NEWPORT BEACH, CALIFORNIA

Sara Aplanalp
Fashion Island
Lead Personal Shopper



EARLY BIRD RATE -9/26/19: \$95.00

GENERAL RATE -10/23/19: \$115.00

Proceeds to Benefit

Federal Tax Id #46-2250073



JWCF mission is to bring courage, strength, and grit to the fight against cancer. JWCF funds novel and innovative programs that improve cancer patients' outcomes & save lives through research, education, awareness and support.

Silent & Live Auctions

PLEASE REGISTER ME FOR THE 2019 ANNUAL FASHION SHOW LUNCHEON

NAME(s): _____

COMPANY: _____ PHONE: _____

RESERVATIONS BY PAYMENT- \$95 / \$115.00 PER PERSON- TABLES OF 10 AVAILABLE
~Sorry No Refunds~

PLEASE CHARGE MY CREDIT CARD \$ _____ FOR _____ TICKETS

VISA / MC (ONLY) #: _____ EXP DATE: _____ CVC _____

OR ENCLOSED IS MY CHECK IN THE AMOUNT OF: _____ FOR _____ TICKETS

(PLEASE MAKE CHECKS PAYABLE TO "NBAOR")

Mail to: Attn: Ashley Eyler - 401 Old Newport Blvd; Ste 100, Newport Beach, CA 92663
Phone: (949) 722-2300 Fax: (949) 642-4105

DESIGNATED REALTOR MEMBERSHIP

Robert Rush
U.S. Realty Group

REALTOR MEMBERSHIP

Alexander Morgenstern
Douglas Elliman

Raylee Nicol Leavitt
White Sail Realty

Vu Nguyen
iPacific Captial Inc.

Lindsay Warmington
Coldwell Banker Residential Brokerage

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Nationwide USA Real Estate

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Villa Real Estate

Michael Van Horst
Agent Inc.

Rachel Kahn
Douglas Elliman

Scott Barr
Pacific Sotheby's

MEMBER TRANSFERS

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*from Sotheby's
to Keller Williams Newport Estates*

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*from Berkshire Hathaway
to Compass*

Daniel Banuelos
*from Seven Gables
to Compass*

Michael Hinderberger
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*from Nook Real Estate
to Douglas Elliman of California Inc.*

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Hershoin & Henry LLP

Dorsaye Dilani
Guaranteed Property & Mold Inspections

Brittany Carlone
RD Training Systems

Stacey Reyes
Vesta Luxury Home Staging

Virji Angelo
Angelo Termite & Construction



WELCOME NEW MEMBERS



EVERY THURSDAY
 11:00 am - 2:00 pm
 Broker Open House,
 areas 9, 11, 12, 25-27

EVERY FRIDAY
 11:00 am - 2:00 pm
 Broker Open House,
 areas 1-8, 10, 14-17



SEPTEMBER

Wednesday, September 4th- 9:00 am - Affiliate Committee Meeting

Wednesday, September 11th- 9:30 am - YPN Committee Meeting

Thursday, September 12th- 9:00 am - Legislative Beat Committee Meeting (Formally GPA)

Monday, September 16th- 11:30 am – 1:30 pm- Legal Update & Risk Management Luncheon (Civic Center) - Gov Hutchinson

Wednesday, September 18th- 9:00 am – 10:30 am- Go Green, Save Green- Marc Brener

Friday, September 20th- 9:00 am- Cybercrime Safety Event w/ OC District Attorney Raul Gupta

Monday, September 23rd – 10:00 am – 1:00 pm- CRMLS Matrix Training

Wednesday, September 25th – 9:00 am- Realtor Safety Event with NBPD – Crime prevention specialist- Sara Verschueren and special guest Jennifer Lester (Damsel In Defense)

Thursday, September 26th- 8:30 am- Duane Gomer 45hr Class