

# The SCAOR eScoop

April 1, 2010 - Vol. 3, Issue 63



Santa Cruz Association  
of REALTORS Inc.

In this issue..

[SupraWEB Changes](#)

[Hit the Lanes](#)

[Short Sale Rules](#)

[Tour a Hit!](#)

[SCAOR in the  
Sunday Sentinel](#)

[SCAOR Office  
Closed](#)

Quick Links

[Clarus Market](#)

[Metrics](#)

[Clarus Investor](#)

[Facebook Fansite](#)

[Follow us on Twitter](#)

Events &  
Publications

5/5

[Spring Fling &  
Baking Contest](#)

5/3

[RSVP](#) - REALTOR®  
Service Volunteer  
Program

5/8

[Housing Expo 2010](#)

Upcoming Education

## SupraWEB Enhancement

New SupraWEB enhancements requires customers to create a new user ID and password. This change became effective Thursday, March 24th. For complete details [click here](#).

## Hit the Lanes for a Great Cause!

SCAOR is taking part in this year's Big Brothers Big Sisters 'Bowl for Kid's Sake' Bowlathon and is looking for two teams to participate. If you love to bowl this is a great venue to show off your skills while helping out a great cause! 100% of the proceeds match local youth to caring adult mentors.

Join the fun on Saturday, April 24th at the Boardwalk Bowl in Santa Cruz. To participate please contact Norma Milete at 831-464-2000 or for more information about Big Brothers Big Sisters call Teri at 831-464-8691.



## Short Sale Rules Take Effect April 5th

The federal government's standardized rules and forms for short sales take effect April 5, 2010. In 2009, the Treasury Department introduced the HAFA program to provide a viable option for homeowners who are unable to keep their homes through the existing Home Affordable Modification Program (HAMP). HAFA provides incentives in connection with a short



4/12

[Parcel Legalities](#)

4/13

[Understanding HomeBuyer Assistance Programs](#)

4/14

[Guide to Selling Short Sales](#)**- New Date!**[Success Starts Now!](#)

4/15 - 4/23

[Raising Your Commercial IQ Webinar Series](#)

4/19

[At Home with FHA](#)

For a complete list of classes [click here.](#)

**Office Hours:**

8 AM - 5 PM  
Mon. - Fri.

SCAOR will be closed April 2nd in observance of Good Friday. Normal business hours will resume the following Monday

sale or a deed-in-lieu of foreclosure (DIL) used to avoid foreclosure on a loan eligible for modification under the HAMP program.

Attend "[Practical Guide to Short Sales & REO's](#)" a risk management seminar presented by Attorney and REALTOR® Suzanne Yost on April 14th to learn more about the HAFA rules as well as gain a clear understanding of the differences and consequences of a short sale, reo and deed in lieu of foreclosure. You will also learn what needs to be written into every contract to protect you and your clients.

## It's A Hit!

SCAOR's first Tour & Marketing meeting took place today at our office and was a huge success. Over 40 attendees marketed their listings, shared clients wants and needs, got some serious networking done and heard Carlos Landaverry, Santa Cruz Planning Department speak about the County's first time home buyer program.



Kudos to the Events Committee for making it happen and thank you to our sponsor, MetLife Home Loans and MC, David Mann, Coldwell Banker.

This meeting will continue every Thursday from 8 AM - 8:45 AM at the Association offices. We hope to see you there! For more details and sponsorship opportunities [click here.](#)

## Keep Your Eye Out This Sunday

The second installment of 'Santa Cruz Real Estate' comes out in this Sunday's Sentinel. It is an advertorial piece that SCAOR will be placing throughout the year to assist in educating consumers on the role and benefits of working with a REALTOR®.



We encourage constructive, internal communication as to provide a united front to the people of Santa Cruz County. Please contact [Kathy Hartman](#) with your feedback and look for the next issue on Sunday, April 4th!

## SCAOR Office Hours

The SCAOR Offices will be closed on Friday, April 2nd in observance of Good Friday. We will resume normal business hours the following Monday.

If you are unable to open any of the links visit our website at [www.scaor.org](http://www.scaor.org) or call Andrea Harbert at 831-464-2000 or send an email to [andrea@scaor.org](mailto:andrea@scaor.org)  
For a pdf version of this week's eScoop [click here](#) or go to <http://www.scaor.org/escoop.php>.

[Forward email](#)

✉ **SafeUnsubscribe®**

This email was sent to [andrea@scaor.org](mailto:andrea@scaor.org) by [andrea@scaor.org](mailto:andrea@scaor.org).  
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Santa Cruz Association of REALTORS® | 2525 Main Street | Soquel | CA | 95073