

## OFFICE HOURS

8:00am to 5:00pm Monday-Friday  
Every Thursday the office is closed from  
9:00-10:30am for a staff meeting

# The SCAOR eScoop

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If you are unable to open any of the links visit our website at [www.scaor.org](http://www.scaor.org)  
or call Karen Kirwan at 831-464-2000 or [kkirwan@scaor.org](mailto:kkirwan@scaor.org)  
Click [here](#) for a pdf version of this week's eScoop

Volume 2  
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August 6, 2009

## Summit 2009

Join us for lunch on at the Seascapes Golf Club on August 17th from 11:30am-2:00pm. Tickets are \$20 in advance \$40 at the door. Industry giants from the Nation's Capitol to the County will share their insights and knowledge into the issues facing real estate professionals today.

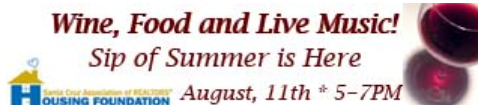
**Guest Speakers Include:** Lawrence Yun, *Senior Vice President and Chief Economist National Association of REALTORS®*; Joel Singer, *Vice President California Association of REALTORS®*; Jeff Davi, *Commissioner, California Department of Real Estate* and Fred Keeley, *Santa Cruz County Treasurer*



Thank you to our Event Sponsor  
**Bank of America Home Loans,**  
**Ray Lawler & Kelly Christensen**

### This event is selling out fast!

To reserve your seat contact Karen Kirwan at 831-464-2000 or complete the [registration form](#) and fax to 831-464-2881.



Don't miss the fun on August 11<sup>th</sup> at the Bargetto Winery. A ticket to the 2<sup>nd</sup> Annual **Sip of Summer** will get you a full pour of Bargetto's finest, appetizers, live music and raffle entry. Tickets are only \$10 in advance (\$15 at the door). This is a great after work meet and greet that will be held from 5:00 – 7:00. To purchase tickets please contact Andrea at 831-464-2000.

### Coming Soon

- August 7th [Clarus MarketMetrics & Investor](#) 9am & 11am
- August 12th [Become a Commissioned Notary](#) 8:30am-5:00pm
- August 14th [MLS Matrix Essentials](#) 10:00-11:30am
- [MLS Matrix Masters](#) 1:00-2:30pm
- August 24th [MLS Matrix Essentials](#) 10:00-11:30am
- [MLS Essentials of Realist](#) 1:00-2:30pm



## SCAOR's 2009 Housing Expo Coming Soon!

SCAOR is currently seeking sponsors and exhibitors for this fantastic annual event that will be held on September 19, 2009 at Twin Lakes Church in Aptos. This third annual event is free to the public and will educate local consumers about the ins and outs of home buying, investing, greening" their homes and foreclosure avoidance. Don't miss this opportunity To expose your business to this great audience.

Click [here](#) for more information or contact Andrea at 831-464-2000.

### HUD Announces Additional Funds Available

The U.S. Department of Housing and Urban Development (HUD) is advising all public housing agencies that administer HUD's Housing Choice Voucher (HCV) program that additional funds have been made available to help them address funding shortfalls that may limit them from serving families participating in their HCV rental assistance programs. Click [here](#) to read more.

REALTOR®  
Ethics  
Corner

### Code of Ethics Article 3: Cooperation and Changing Compensation

A common dispute between REALTORS® surrounds the situation where a listing broker states a commission percentage for the cooperating broker in the Multiple Listing Service (MLS), but writes a lower percentage in one of the forms used for the transaction (like a Counteroffer or Purchase Agreement). This maneuver puts the cooperating broker in the uncomfortable position of having to choose between two unpleasant options: He or she can accept a smaller commission than was originally offered in the MLS or risk interfering with the deal for his/her client by objecting to the commission. Of course, if the cooperating broker wishes to agree to a smaller commission, that is OK. On the other hand, click [here](#) to read more

