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# The SCAOR e-Scoop

## OFFICE HOURS

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



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 [karen@scaor.org](mailto:karen@scaor.org)

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NATIONAL ASSOCIATION OF REALTORS® **SAFETY WEEK**



### REALTOR® Safety Tip:

#### Make the introductions.

When meeting a prospect for the first time, introduce him or her to someone in your office. A would-be assailant does not like to be noticed or receive exposure, knowing a person could pick him/her out of a police lineup.

#### SCAOR Education Highlight

#### Seller Pricing Strategies

Friday, September 26th 10:00am-12:00pm

\$15 SCAOR Members \$35 at the door & Non-member s anytime

Call SCAOR at 831-464-2000 to register

When the market shifts toward a buyer's market, the listings sit! Don't let that happen to your sellers. While there are three factors to getting a listing sold-location, price and condition-only two are under your control: price and condition and ultimately only one truly matters: PRICE. As an agent, your responsibility is to get your listings sold for the most money in the shortest period of time with the least amount of hassle. Remember, the longer a house is on the market, the less value it has!



#### Weekly Green Tip:

During dry months, 40 percent of the average household's water consumption goes to outdoor watering.



Rather than needlessly draining that water out of the faucet, gather rainfall in a rain barrel connected to the gutter system and use it to keep the lawn and garden green. Just an inch of rainfall on a 1,000-square-foot roof will accumulate over 600 gallons of fresh water. When picking out a barrel, here are a couple of things to look for:

Choose a model topped with a mesh screen that will keep debris out of the barrel and a lid that prevents mosquitoes from using the water as a breeding ground when it's not raining.

Look for a barrel equipped with a side spigot where a hose can be attached and watering cans can be easily filled.

Also, most rain barrels can hold up to sixty gallons of water, so make sure it's parked on a strong and steady surface.

#### Coming up at SCAOR!

Sept 23rd The Real Deal on Short Sales

Sept. 24th MLS Essentials—Hands On!

Sept. 24th MLS Advanced CMA

Sept. 24 Microsoft Outlook Dashboard

Sept. 26th Seller Pricing Strategies

Sept. 30th Quadrennial REALTOR® Ethics

Oct. 1st License Renewal Review & Testing

Oct. 6th Myths & Misconceptions of Reverse Mortgages

Oct. 8th REO Sales! A Gold Mine or the Shaft?

Nov. 3rd Tax Strategies for the Self-Employed Real Estate Agent—**New Date!**

To Register call SCAOR 831-464-2000  
For a complete list of classes click [here](#).

What's On Sale!  
at the SCAOR Store



St. Joseph Statues

\$10 SCAOR Member Price

Stainless Steel "S" Hooks



\$0.30 SCAOR  
Member Price



**ONLY 105 DAYS  
LEFT TO  
COMPLETE  
YOUR  
REALTOR®  
ETHICS COURSE  
REQUIREMENT**