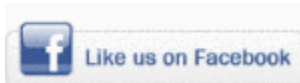


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January 31, 2019



Purchase Contract Training Next Week!

Whether you are new to the business or find yourself on automatic pilot when filling out the Residential Purchase Agreement (RPA-CA) contract, now is the time to really understand what you are having your client sign. Class date: February 6, 1 - 4 pm. [Register now](#)

SCCAR EdComm Presents Ken DeLeon

The #1 REALTOR in the *Nation and founder of DeLeon Properties will share his success story on being a market leader. With a fearless and confident approach, Ken will leave attendees with laughter and a life changing experience. Event date: Tuesday, February 26, 11 am – 1 pm. Sponsored by Santa Cruz Home Finance THIS IS A SELL-OUT-NOT-TO-BE-MISSED EVENT! [Register early!](#)

Treasury Issues Final Rules on Qualified Income Rule

The National Association of REALTORS® is calling a recent ruling from the U.S. Treasury Department and the Internal Revenue Service on the new 20 percent deduction on qualified

business income a “significant victory” for real estate professionals. The final guidelines allow real estate professionals to benefit from the Section 199A 20 percent passthrough deduction. [Read more](#)

Become Your Client's Nationwide Real Estate Pro

Learn to search and report using national-level MLS and public data available through your National Association of REALTORS® membership. Class date: Monday, February 11, 1 - 2:30 pm. [Read more](#)

NAR Seeks 2019 Good Neighbor Nominations

To recognize REALTORS® who give back to their communities and volunteer across the country, NAR is currently accepting applications for the 2019 Good Neighbor Awards from REALTORS® who have made an extraordinary impact through volunteer service. Ten finalists will be announced in September and the public will have a chance to vote for their Web Choice Favorite. [Read more](#)



Housing Matters Podcast

The Housing Matters Podcast is your housing hub for market analysis, economic trends, and housing news from the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.). Be sure to subscribe on iTunes to hear the latest episode every other Friday to learn what you need to know about the market from C.A.R. experts who will give you their take on the week's top real estate stories. Available on iTunes. [Read more](#)



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