



The SCAOR e-Scoop

Volume 1
Issue 6
May 16, 2008

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



Economic & Housing Market Outlook Member Luncheon

***with C.A.R. Deputy Chief Economist
Robert A. Kleinhenz, Ph.D.***

Friday, June 27, 2008

11:30am-1:00pm

***at the Best Western Seacliff Inn
7500 Old Dominion Way, Aptos, CA***

Members \$30

At the door \$40

Non-members anytime \$50

Cost includes full buffet lunch



This is a don't miss event!

Click [here](#) for all the details and to register



YOUR VOTE IS IMPORTANT!!!



MARK YOUR CALENDAR!

**ANNUAL ELECTION OF 2009 SCAOR
OFFICERS & DIRECTORS**

and LEGAL UPDATE by

Real Estate Attorney LLOYD WILLIAMS

WEDNESDAY, JUNE 11, 2008

8:30AM registration & continental breakfast

9:00am to 11:00am Meeting

Click [here](#) for details

SCAOR Education Highlight

Dennis McKenzie's Short Sale Seminar:

[How to Handle an Upside Down/Underwater Sale](#)

Friday, May 30th 9:00am-12:30pm

\$49 Member \$69 at the door & non-member anytime

Which is the best way to go if the seller owes more than the house is worth; Recourse vs. non-recourse loans; Liability issues; Impact on credits scores and debt forgiveness; Income tax considerations; Hardship issues & the Lender; Disclosures; Negotiating strategies and tactics to successfully complete the sale, and more!

3hrs DRE CE/CP



[How to Analyze and Price Small Rental Properties](#)

Instructor: Dennis McKenzie

Friday, May 30th 1:00pm-4:30pm

~~\$49~~* Member \$69 at the door & non-member anytime

Verify rents; Vacancies; Expenses; Cash flow analysis; Pricing;

Rate of returns; Includes several practice problems, case studies and workbook.

3hrs DRE CE/CP

***MAY MADNESS PRICE REDUCTION!**

"How to Analyze and Price Small Rental Properties" only \$35 (good until 5/29/08)

Coming up in Education & Events at SCAOR:

May 28th [Effective Use of Outlook Email](#)

June 4th [Preventative Health Screenings](#)

June 11th [Real Estate & the Use of Charitable Remainder Trusts to Save Taxes](#)-1 DRE CEU

June 17th [License Renewal Review & Testing for Salesperson and Broker](#)-Only \$65

June 18th [What Does the Contract Really Say?](#)

Lots more educational opportunities offered at SCAOR. Click [here](#) for a complete list of



GREEN TIP OF THE WEEK:

How to deal with gas-tly petroleum prices

Gas prices hit an all-time high on May 1--and then kept climbing! Drivers in California are paying an average of \$3.92 a gallon to fill the tank! As the cost of oil becomes more and more prohibitive, getting more mileage to the gallon is essential. For those of us who aren't positioned to rush out and buy a hybrid this week, here are a few tips that will help your vehicle run more efficiently.

- Replace clogged air filters. A clogged air filter can cut a vehicles fuel efficiency by 10 percent.
- Check the air pressure on your tires and inflate any that are lower than the pressure recommended in the owner's manual. Properly inflated tires can increase fuel efficiency by 3.3 percent.
- Slow down. For most vehicles, fuel efficiency begins to drop rapidly at 60 mph. Driving within the speed limit can improve fuel efficiency by up to 23 percent.
- Take it easy. Slamming on the brakes and accelerating too quickly can reduce fuel efficiency up to 33 percent.
- Get a tune-up. Routine maintenance can up fuel efficiency by 4 percent, while fixing more serious problems can improve efficiency up to 40 percent.

[Fuel Economy](#) has even more fuel-saving tips, but the best way to save fuel is to simply avoid using it. If it's an option, consider walking or getting around by bike during these warmer months. Check out [Shifting Gears: 12 Tips on Moving From the Fast Lane to the Bike Lane](#) to help get you in gear.



**The SCAOR offices will be closed on Monday, May 26th
in observance of Memorial Day.
Normal business hours will resume on Tuesday the 27th.**

Suggestions? Comments?

Contact Karen Kirwan, Director of Education & Professional Services at 831-464-2000 or karen@scaor.org