

The SCCAR eScoop

June 21, 2012 - Vol. 3, Issue 173

Gear up for Santa Cruz County Open House Weekend Sat. & Sun., July 28-29! [More info.](#)



In this issue..

[Purchase Contract Training](#)

[Thirsty Thursday Tonight!](#)

[Mayor Breakfast](#)

[Preforeclosure Webinar](#)

[REACH 2012 Has Arrived!](#)

What Does the NEW Purchase Contract REALLY Say?

This is a MUST attend class for REALTORS®! Guy Berry will help you identify areas that get agents and clients into legal trouble, teach you how to correctly explain the most difficult paragraphs and how to write an effective counter offer and show you how to use the contract to pick up buyers and get more listings.



Friday, June 29

9 - 11:30 am, SCCAR Office

\$20 SCCAR Members in advance, \$25 at the door

Register [online](#), download a [flier](#) or call 831-464-2000.

Grand Opening Model Home!

Sat. & Sun, June 23 & 24
10 am - 6 pm
831 Bay Ave., Capitola

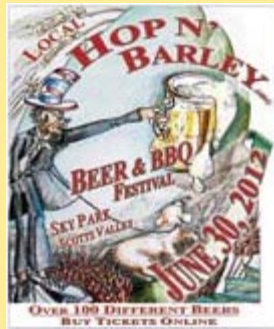
Enjoy Food & Refreshments!



Thirsty Thursday Today at Bittersweet!

Quench your thirst for fun with fellow REALTORS® and Affiliates at the SCCAR networking social!

Enjoy drink and appetizer specials from 4-6 pm at Bittersweet Bistro, 787 Riio Del Mar Blvd., Aptos.



Join Your Local Mayors for Breakfast

What's happening in your neighborhood? Find out from your local Mayors! The 4th Annual Mayors Breakfast is slated for **Wednesday, July 11, 2012** at the SCCAR office. This SCCAR event is sponsored by the Local Government Relations Committee (LGR).



Upcoming Education

Wed., June 27
[MLS CMA Training](#)

Friday, June 29
[Learn about the new RPA-CA contract](#)

To sign up online and

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



GeoDisclosure
Real Estate Disclosure Reports

Learn how you can become a [Signature Affiliate!](#)

Upcoming Events

6/28/2012
[Tour & Marketing Meeting](#)

7/11/2012
Join us for [Breakfast with the Mayors!](#)



[Sat. & Sun. July 28-29](#)

SCCAR Office Hours:
8 AM - 4:30 PM
Mon. - Fri.
2525 Main St.,
Soquel, CA

SCCAR will be closed Wednesday, July 4th and will re-open Thursday, July 5th at 8 am.

Ph: 831-464-2000
Fax: 831-464-2881
www.mysccar.org
www.facebook.com/mysccar

Each Mayor will be allocated time to give a "State of the City" address to our members. Following that, members have an opportunity to present questions. This year as an added benefit, we have invited a representative from the County Board of Supervisors to give us a "State of the County" address in addition to the Cities.

FREE to SCCAR Members who contributed an additional \$49 to REALTOR® Action Fund in 2012 or \$20 in advance. Register [online](#), download and complete an [event flier](#) or call 831-464-2000.

FHA Preforeclosure Webinar Series for REALTORS®

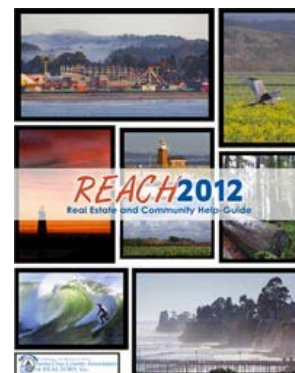
FHA is offering a series of Webinars, this Thursday 6/21 to ensure REALTORS® and their clients have the most up-to-date information on the HUD pre-foreclosure program and other resources available to reduce foreclosures for borrowers. The webinar will take place Thursday June 21st from 11am to 1pm PACIFIC.



It's free to sign up on the HUD website:
<https://www1.gotomeeting.com/register/584071145>

REACH 2012 Has Arrived!

SCCAR's annual Real Estate and Community Help-Guide* is hot off the presses and available at the SCCAR Office. On your next visit, please be sure to pick up your copy.



Congratulations to Dan Sedenquist, Team Sedenquist and Randy Brown, Coldwell Banker Residential Brokerage for winning our cover photo contest!

** Please be aware that the content of the REACH is updated as of March 2012.*

If you are unable to open any of the links visit our website at www.mysccar.org, call Andrea Harbert at 831-464-2000 or send an email to andrea@mysccar.org

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