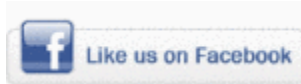


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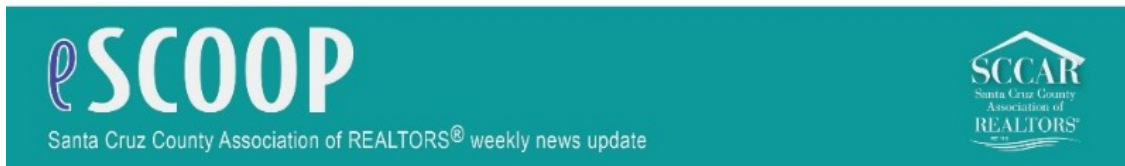
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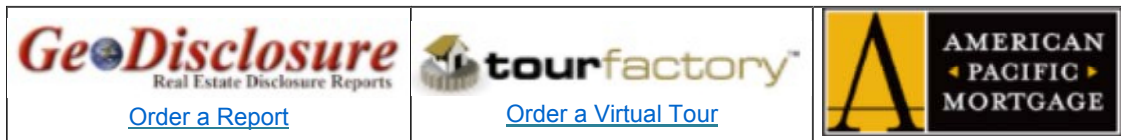
June 22, 2017



The SCCAR office will be closed Monday, July 3 for tenting and Tuesday, July 4 in observance of Independence Day. We will re-open Wednesday, July 5 at 8 am.

### Round up your Golfin' Partners!

Join us for a rootin' tootin' good time at SCCAR's annual Charity Golf Tournament! Boot, Chaps and Cowboy hats is the theme! Sign up your foursome to enjoy a full day of golf at DeLaveaga Golf Course. Ticket price includes 18 holes of golf, cart, awards BBQ and raffle. Prizes will be awarded for best themed hole and attire! Contests also include, longest drive, closest to the pin – women and men and putting contest. Tournament date is Friday, July 28. [Read more](#)



### Learn to Manage Your Listings in Matrix

Scheduled for this Friday, June 23 at 10 am, this class will teach you the structure of the MLSListings listing management input wizard, along with tools and techniques. [Register for free](#)

### 2018 CalBRE Identification Requirements on Signs & Advertising

Effective January 2018 all real estate licensees will be required to provide their name, license number (NMLS where applicable) and their responsible broker's identity on "first point of contact" solicitation materials. [Learn more here](#)



### Countywide Open House Weekend

Mark your calendars for Saturday and Sunday, July 29 & 30, 2017 and join REALTORS® across Santa

Cruz County for the grandest Open House Weekend event of the year. Open houses, open doors to homeownership! The weekend is organized by SCCAR in an effort to unite REALTORS® as they host over 100 open houses, while engaging consumers on the benefits of homeownership and bringing buyers and sellers together [here!](#)

## June 2017 New & Revised Forms Release

The Standard Forms Advisory Committee (SFAC) will be releasing four new and fourteen revised forms the week of June 26, 2017. The new forms are all related to rental properties. Of the fourteen revised forms, eight are listing agreements. The drafts of the New and Revised Forms and the June Forms Release Quick Summary are available on the [Standard Forms section of the new car.org](#).

## 10 Biggest Threats Facing Real Estate

Global uncertainty combined with political polarization is the top issue facing the housing industry in 2017 and 2018, according to The Counselors of Real Estate's annual list. Find out why, along with the other nine challenges, [here](#).

## The Science of an Open House

In this course you will learn how to prepare for your next Open House with detailed neighborhood active listings and sold reports, market statistics and brand-able client tools. Be the neighborhood expert that consumers want to work with. Class date Monday, July 10 at 10 am. [Register today!](#)



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