

2525 Main Street  
Soquel, CA 95073  
831-464-2000  
831-464-2881 Fax

[www.scaor.org](http://www.scaor.org)



# 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**